TRADE AND INDUSTRY

2 December 1971 Volume 5 No 9 10p

Chicago: metropolis of the Mid-West

Britain and the EEC—15. The EEC/EFTA Information Unit

Certificates of origin: issuing bodies

Vehicle production statistics

EFTA trade in the first nine months of 1971

in Scotland Lyon think ahead of business

business heads think of Lyon in Scotland

In Scotland, Lyon develop industrial sites that are designed to help business grow and prosper.

Lyon do this on the big scale in Scotland.

In the past five years in West Central Scotland alone, Lyon have provided new working premises for one hundred and fifty companies. This amounts to a total new productive area of two and a half million square feet.

When Lyon have completed their present Scottish developments, they will have provided ten million square feet of working premises on 18 Industrial Estates. That's a big area of experience. If you are thinking of moving to more profitable ground, Lyon can let you have a lot of know-how.

Ask Lyon about planning and design, local amenities, financial provision or anything else you want to know.

Just telephone the Lyon Planning and Advisory Service in Glasgow. The number is 041-221 3961. One telephone call could lead you to a much more profitable future. Telephone today.

GRANTS. All Lyon Estates are located within the Scottish Development or West Central Scotland Development Areas. The full range of D.T.I. grants and Government incentives are available.

PREMISES AVAILABLE. Premises from 2,500 square feet upwards are available now and new sites are coming on to the market soon. These are concentrated in the Central belt of Scotland.

YOUR OWN PLACE. Lyon will custom build for you on your own site or on any Lyon Estate to meet your specific space and operational requirements.

YOUR CHOICE. Lyon premises are yours to buy or rent.

WHAT YOU GET. Lyon premises include: a flexible complex of offices with floors vinyl tiled, private car parking facilities, power and lighting points, oil fired air heating systems. Premises are decorated throughout.

Lyon

Europe's Leading Industrial Development Group

LYON GROUP LIMITED (SCOTTISH DIVISION)
239 ST. VINCENT ST. GLASGOW C.2. 041-221 3961/7

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 5. No. 9. Pages 445 to 492. December 2, 1971. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

HOME NEWS AND FEATURES

447 Chicago: metropolis of the Mid-West
449 Private Member's Bill on origin marking
449 Clearance of merger proposals by the DTI
449 Egyptian Minister visits Britain
451 Britain and the EEC—15. The EEC/EFTA Information Unit
454 Generalised tariff preferences for developing countries
454 Certificates of origin: issuing bodies
456 Import explosion in the Middle East: British exports could be doubled—Mr. Michael Noble
457 Youth tourism 1972: Mr. Grant addresses London Tourist Board conference
457 Consent to extension of Ince Generating Station
458 'High productivity the best advertisement to attract new industry'—Mr. Nicholas Ridley
459 Applications for investment grant
460 Motor firms to sponsor THE investigation into vehicle brake testing overseas
460 Initiating European co-operation in technology projects
460 Patents endorsed 'Licences of Right'
463 Import duty on drained and glace cherries to be reduced
463 Imports of plumage

AVIATION AND SHIPPING

464 Mr. Michael Noble announces improved enforcement of charter flight rules and proposals for new type of charter travel
464 Ministerial flights in Concorde
464 Appeal against air service licence dismissed
466 POINTS FROM PARLIAMENT
468 GOVERNMENT SURPLUS SALES

STATISTICS

470 Index to statistics
471 The economy: selected indicators
472 Vehicle production in October
473 EFTA trade in the first nine months of 1971
473 Overseas Trade Statistics 1972
473 Business Monitor
473 Registration of British and foreign films
475 Footwear industry: production, orders and deliveries
476 Aircraft noise at Heathrow and Gatwick airports in the third quarter
476 New companies registered in Northern Ireland
476 Northern Ireland index of production
476 The Bankruptcy Acts, 1914 and 1926

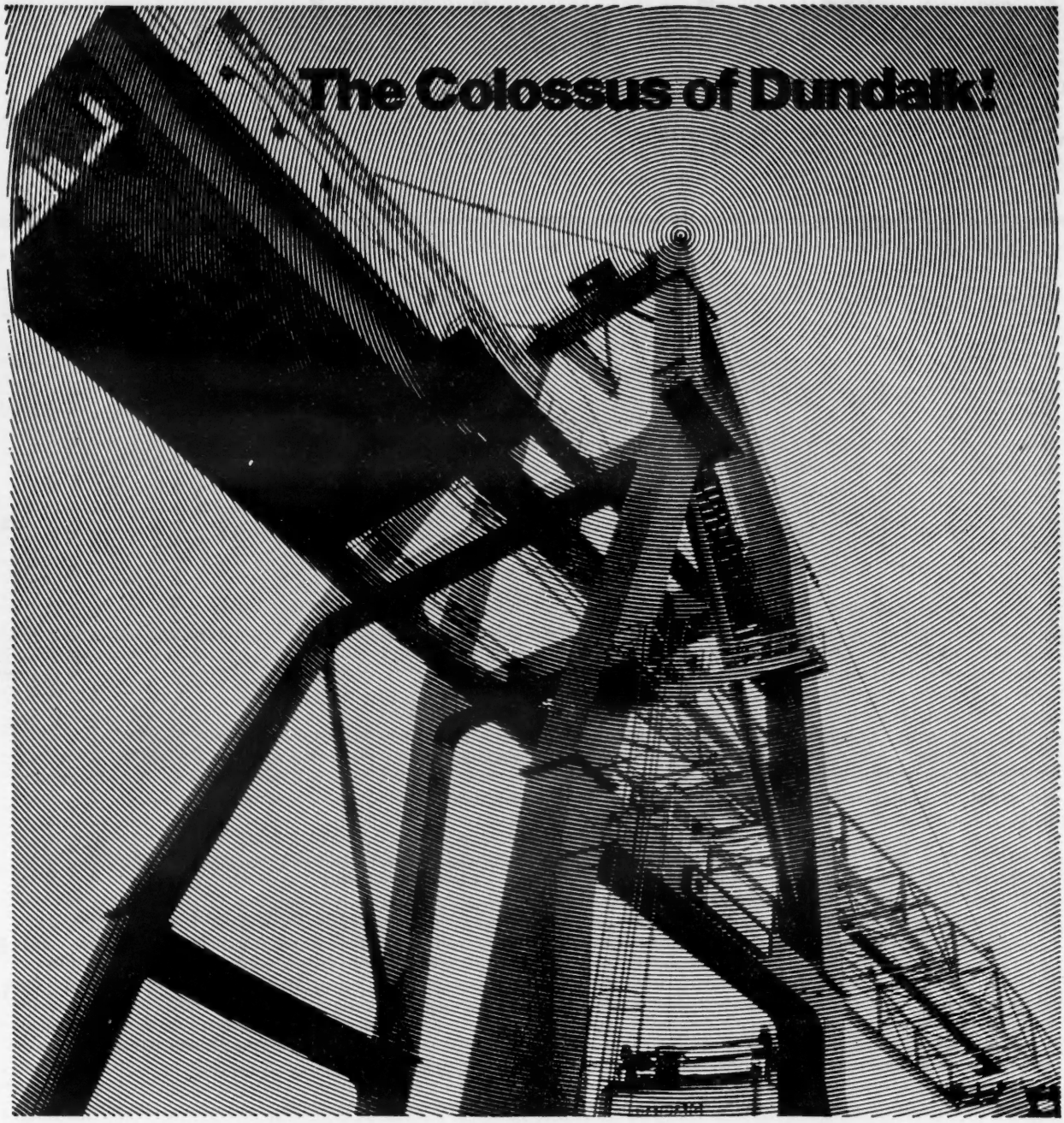
TRADE PROMOTION

478 MISSIONS AND TOURS
479 EXPORT ORDERS

TRADE INFORMATION

480 United Kingdom Aid to Developing Countries. Uniform Benelux Law on trade marks: need to register or re-register trade marks. Double taxation agreement—United Kingdom and Montserrat
481 ECGD backs £2.9 million contract for extension to Spanish rod mill
483 **Algeria:** Import licensing control
488 **Australia:** Result of Tariff Board inquiry on shot and grit
491 **Canada:** Hearing on pleasure craft: reference no. 149. Anti-dumping Tribunal: footwear. Inflammable textiles and textile products. Chemistry sets
487 **Ceylon:** Economic measures
490 **Chile:** Waiver from prior import deposit of 10,000 per cent
482 **European Communities:** Common agricultural and fisheries policy. Transport. Imports from Non-Member countries. Rules of competition. UNCTAD generalised preferences system
483 **Finland:** Increase in import duties
483 **Germany, Federal Republic of:** Packaging order
483 **Irish Republic:** Import licences
484 **Malawi:** Road traffic regulations
483 **Morocco:** Use of radio-active substances
487 **New Zealand:** Tariff and Development Board report. Emergency Protection Authority
487 **Singapore:** Trade classification and customs duties
485 **South Africa, Republic of:** Customs tariff changes. Compulsory specifications for microwave ovens. New import controls
487 **South Vietnam:** Deposits for imports under A.I.D. Floating rates of exchange
483 **Spain:** Import duty suspension—seed potatoes
484 **Tanzania:** Motor vehicles import regulation
484 **Uganda:** Exchange control
490 **United States:** Hazardous substances—baby walkers. Packaging standards. Methyl salicylate. Textiles
490 **Uruguay:** Calls for public tenders
483 **Yemen, People's Democratic Republic of:** Import regulations. Postal articles
484 **Zambia:** Import control

© Crown Copyright 1971
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.



One of the Seven Wonders of the World Port of Baltimore

Container cranes! The most massive, modern brutes at Baltimore's constantly expanding Dundalk Marine Terminal . . . in operation and under construction to give you a new service of epic proportions! There will be seven high-performance container cranes to handle all lift-on/lift-off cargo in record time, with direct truck/rail loading and unloading dockside facilities for fast turnaround. Couple this with Baltimore's strategic inland location—up to 200 miles closer to important Midwest industrial markets—and it's little wonder why the World Port of Baltimore is one of the biggest container centers in the United States. Contact your nearest representative for colossal savings on your container projects.

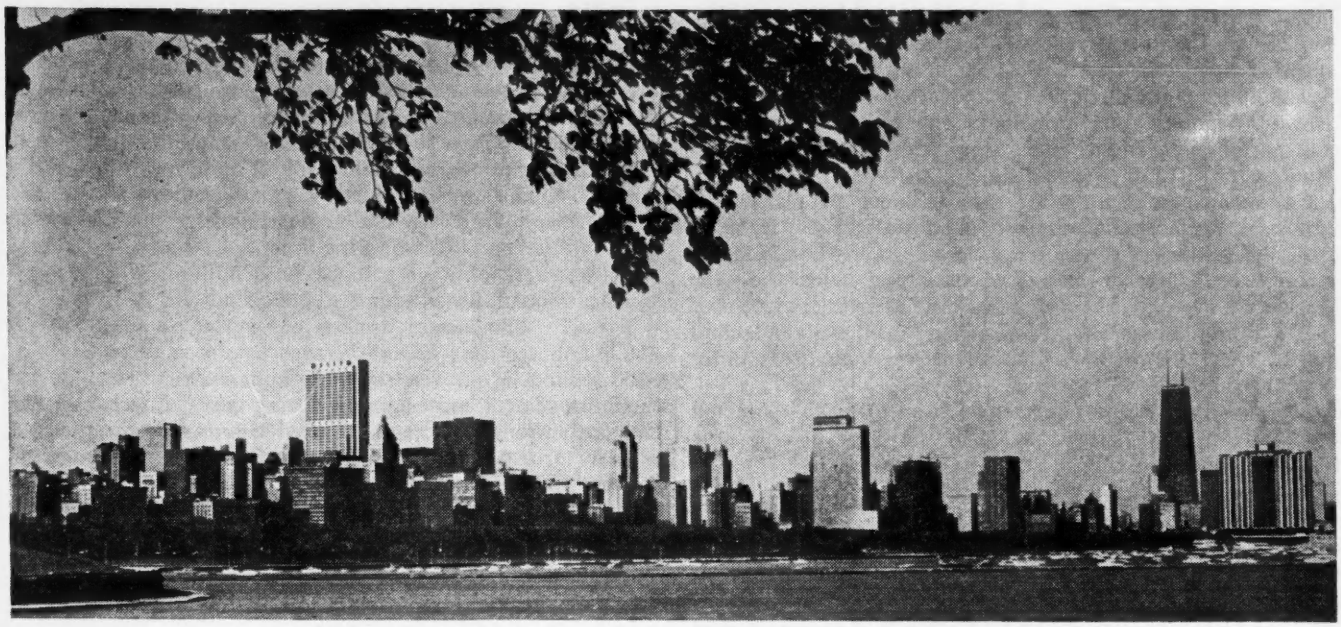
Maryland Port Administration, Pier 2, Pratt Street, Baltimore, Md. 21202 • Charles I. Hughes, Director of Trade Development • (301) 383-5751

BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr.; Frank Vonderach, Asst. Mgr; Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05

LONDON, ENGLAND, EC2Y 5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst. Mgr.; Moor House, 119 London Wall; 01-638 8330

Chicago: metropolis of the Mid-West

By Gordon W. Jewkes, Deputy Consul-General (Commercial), British Consulate-General, Chicago



Chicago's skyline is one of the most beautiful in the United States. This view across Lake Michigan overlooks one of the many picturesque harbours which rim the city.

OLD myths die hard and never more so, it seems, than when they apply to this vast and wealthy metropolis set deep in the heartland of the United States of America. Perhaps a few of those most widely held (by some Americans as well as by foreigners) should be dismissed before I describe the Chicago of today.

First, the city is no longer Hog Butcher to the world; the closure of the long-famous stockyards was completed earlier this year. Its reputation as the gangster capital of the world, which had its origins in the days of Al Capone and prohibition, is no longer justified, if it ever was. Indeed, Chicago's crime rate is now less than that of at least 50 other large cities in the United States, and is about half that of New York.

Like most major cities in this and other countries, Chicago is plagued with areas of urban decay. On the other hand, its faith in its own future is effectively illustrated by its commitment to enormous construction works for industrial, commercial and residential purposes in or near the city centre and on the peripheral prairies. The most dramatic examples of such building now in progress are the new Sears Roebuck and Standard Oil of Indiana headquarters which, on their completion within the next three or four years, will be respectively the world's highest and fourth highest buildings.

Greater liberalism in trade

Perhaps the most important thing of all from the point of view of British businessmen is the fact that the city is no longer the bastion of isolationism and protectionism that it was sometimes held to be. The last 15 years or so have seen many changes for the better in this respect. Nowadays, in contrast to many other areas of the United States, it has a vested interest in the development of greater liberalism in international trade in view of its own importance as a major source of exports. Governmental, manufacturing, financial and commercial bodies all recognise that such trade is a 'two-way street' and welcome those from overseas in that spirit. Thousands of Chicago's businessmen travel the world in the interests of their own firms. Six of the city's banks now have overseas offices (although they are prevented by the laws of Illinois from having branches in their own state). Numerous purchasing executives, even in companies which have no overseas activities of their own, have said in the recent past that for them, nationalism in purchasing is a thing of the past.

Chicago is the youngest of the world's 10 largest cities. Founded in 1837, it had to be rebuilt completely after its Great Fire, the centenary of which was celebrated only last month. Within the span of 134 years, it has grown from a small frontier outpost into a metropolis encompassing 7.7 million people within a radius of 40 miles from the famous 'Loop' business district.

The city lies somewhat to the north of the nation's population centre. Within 500 miles—barely one hour's flying time—live 64 million people who between them generate one-third of all retail sales in the United States, over one-third of the nation's wholesale sales and nearly 42 per cent of the country's manufacturing output. Nearly 100 of the companies listed in the *Fortune* directory of the 500 largest US industrial corporations have their corporate headquarters in Chicago or in neighbouring cities.

Central location is at the heart of Chicago's commercial vitality; its pre-eminence as the hub of the nation's internal

(continued on next page)

transportation is unquestioned. Glance at any railroad, highway or airline map of the United States and Chicago will be found as a major nexus of all three systems. It also bridges two great navigable waterways—the St. Lawrence-Great Lakes Seaway and the Illinois-Mississippi River system.

The city's importance as an international port of entry for passengers and freight increases year by year. Frequent direct flights link it to the great population centres of Europe and Japan. Air freight services to Europe and Asia are increasing. For seven months of each year, ocean-going freighters—many of them container ships—are able to sail between the city and ports throughout the world by way of the St. Lawrence Seaway. Amongst those principally engaged in this mode of transportation are Manchester Liners, which link Chicago with Manchester in 15 days transit time on a 10-day frequency.

Chicagoans are among the most affluent people in the nation. Average annual wages and salaries ($8,480 in 1970) are only a little above those for the US as a whole. On the other hand, effective buying income per household (the average sum available to each household after the payment of taxes), at more than $13,400 per family, puts the city in second place among the nation's richest metropolitan areas, after Washington DC.

The gross product of the metropolitan area, an estimated $55.6 billion in 1970, is exceeded by the GNP of only nine foreign countries.

Attractions for British businessmen

Let us turn now from a general picture of Chicago to look at some of its more specific attractions for the British businessman. The greatest opportunities for them to do business here lie, I believe, in the marketing of industrial products. In principle, the number of industries in the area at which sales of capital equipment or components can be directed in one way or another is large and surprisingly varied, and to suggest that certain targets are worthy of attention to the exclusion of others could be thoroughly misleading. Even in this most sophisticated of industrial markets, there are many specialised areas of demand which are unsatisfied by domestic producers. They may be very small indeed in relation to the total economy, but they can be most rewarding to the overseas supplier with a keen marketing sense.

It is not generally known that the Chicago area annually produces more tonnage of steel than Pittsburgh. Major production facilities are maintained here by most of the great producers—such as Bethlehem and US Steel—and Inland Steel and Interlake Inc. have their headquarters in the city. The largest concentration of employment, some 160,000 workers, is to be found in the communications and electrical equipment industries in which such local firms as Zenith Radio, Admiral and Motorola are world-renowned. Among the great names in engineering products and in agricultural, mechanical handling and construction equipment to be found here are such multinational operators as Borg-Warner and International Harvester. Similar companies such as Allis-Chalmers, Caterpillar, John Deere and Sunstrand have their headquarters in near-by cities.

All such companies buy in an enormous range of materials and components to be used in the production of finished products. Furthermore, by reason of their size, they are prodigious investors in new plant and equipment. They in turn are dependent for their supplies and materials on numerous smaller companies, many of them in the Chicago area. These companies are often highly specialised and are themselves purchasers of components and capital equipment.

Besides the great machinery companies, there are important pharmaceutical houses, of which Abbott Laboratories and G. D. Searle are perhaps the best known.

Another way in which to obtain some idea of the diversity of manufacturing industries in the area (a diversity which, by the way, has enabled it to escape the worst effects of the recent recession) is simply to list some of the items of which Chicago is the principal producer in the United States. Primary metals and electrical equipment have been mentioned already. To these may be added telephone equipment, confectionery products, household appliances, electrical and non-electrical machinery, musical instruments, meat products and commerical printing.

One of the biggest forces outside manufacturing is mail order and national chain store retailing, a field which Chicago dominates. Chicago's largest company, Sears Roebuck, which pioneered mail order shopping in the United States and which now has a nation-wide chain of retail outlets, is the world's largest retailer with annual sales exceeding $9 billion. Montgomery Ward is a similar but smaller company, whilst Marshall Field and Carson Pirie Scott & Company are locally based retailers of a very high class, both of whom carry significant quantities of imported merchandise.

The City of Chicago itself is an important purchaser of goods and services; in an average year, their value exceeds $200 million. Moreover, the multi-million dollar schemes for the improvement and extension during the next decade of the city's mass transit system could provide good opportunities for sales by British firms with competence in that area. Interestingly enough, and contrary to popular belief, the City does not pursue a 'Buy American' policy.

No picture of Chicago as a commercial centre would be complete without reference to its significance as an exhibition and convention centre, through which the city offers domestic and foreign manufacturers, wholesalers and exporters unrivalled means of reaching potential customers or agents quickly and relatively inexpensively and of testing the US market. Over 1,000 conventions and trade shows are held here annually, some of the largest attracting well over 100,000 people.

Many British exhibitors have already become familiar during the past year with the new McCormick Place exhibition centre with its 600,000 square feet of exhibition space. There can be little doubt that Chicago, with its fortunate juxtaposition of this centre and of subsidiary exhibition halls, together with its 40,000 downtown hotel rooms, will remain for the foreseeable future in the forefront of the exhibition business in spite of the efforts of other centres elsewhere in the United States to compete.

Some ground rules

Despite the enormous strength and diversity of Chicago's economy and the city's refreshing international outreach, it is not by any means an easy market to tackle, as numerous British businessmen have already discovered. Yet careful planning and, above all, firm commitment, can bring handsome rewards.

Some ground rules have to be carefully observed. Many of these, which are of general application throughout the United States, were set out in articles on the marketing of industrial products and of consumer goods which appeared in the *Board of Trade Journal* of April 22 and May 13, 1970. These are worth re-reading. Special account has to be taken, however, of a number of special points relating to Chicago.

Despite the interest of foreign countries in Chicago and its broader markets, the large mercantile importer is still largely absent from the Chicago scene. Most of the large store and mail order groups in the area import directly significant volumes of foreign goods. It should be noted, however, that soft goods buying by the major Chicago-based store groups is still largely

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will survey the opportunities for store promotions in the United States.

concentrated in New York although most of their other buying departments are to be found in Chicago. It is worth noting, additionally, that all the main store groups have their own, or share in, London buying houses. There are importing agents for consumer goods in the city, yet a majority of the smaller or more conservative stores purchase their stocks of imported goods through East Coast agencies. Imported food products provide an excellent case in point.

As regards industrial goods, it should be borne in mind that really good agents, whether to cover the United States or the Mid-West only from Chicago, have to be diligently sought out. Various possibilities exist. Apart from the use of distributors as such, one way open is for a British manufacturer to link up with a local manufacturer of products which are vertically or horizontally complementary to his own and who will be willing to market imported products through his own channels.

Another method is to follow the trail blazed in the Chicago area by all too few British companies (but, I need hardly say, by numerous Japanese manufacturers and trading companies) and to open up facilities of one's own, or, as has been very successfully done by a very small number of companies, to embark on a joint marketing venture with an American company in a related field.

The possibility of opening up one's own subsidiary, however modest, should not be overlooked. For one thing, a United States address can mean a great deal presentationally. For another, sheer distance from Britain and the possibility of delays in transit or the need for readily available supplies of spare parts make it essential in respect of many products for stocks to be held over here.

It is impossible of course within the compass of a short article to examine all the possible variants of importing and distributing industrial products. Let it suffice to say that in this huge but tough market, the highest rewards are most likely to go to those who, after due research, commit themselves so thoroughly to the task of establishing themselves that no more risk is entailed for a local purchasing agent in placing orders for their products than would be run by the same agent if he were to order similar products from a firm in, say Akron, Ohio. Happily, some of our countrymen are showing daily that this can be achieved, and profitably, in Chicago and its neighbouring cities.

U. S. A.

Hardware Merchandiser

Published first week of each month. Adv. Rates: Pg. $1.040; ½pg. $660; ¼ pg. $320.

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Private Member's Bill on origin marking

SPEAKING on behalf of Mr. John Peel, Conservative MP for Leicester South-East, who has said that he intends to introduce a Private Member's Bill on origin marking, Mr Tom Normanton (Cheadle) explained on November 29 what the Bill aims to achieve.

He said, 'What particularly worries us, and we know it is worrying a lot of other people, is the prospect of goods being marketed here bearing what shoppers suppose to be United Kingdom names or trade marks—without any warning that the goods may be imported. We are sure that a lot of shoppers will take such names or marks to mean that the goods are British, and indeed there is a good deal of evidence that trades are planning to get their goods marked with precisely that intention. That is a quite deliberate attempt to deceive the consumer, and we are determined to put a stop to it.

'We know that the Trade Descriptions Act already has a pretty far-reaching provision against false indications of origin. Many of these markings may already amount to an offence, and we are sure that local Weights and Measures authorities will be alert for these. The difficulty is that the Act's provision is in general terms, so that no one can be quite sure what it will catch and what will escape. What we therefore have in mind is a Bill to provide that if a UK firm's name or trade mark or any UK place-name appears on imported goods—or for that matter anything which the public might take to be a UK firm's home or trade mark or place-name —it must be accompanied by a statement of where the goods were actually made. This will put the position beyond doubt, and ensure that the shopper who is looking for British goods is completely safeguarded against deception. No one can object to imported goods competing as such, but trying to convey that they are British can only have one motive—to fool the shopper—and it is Parliament's duty to stop that happening.'

Commenting on Mr. Normanton's statement, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said, 'I am meeting a number of trade associations during the coming week to establish just what possibilities they foresee of the public being deceived in the absence of origin marking, but as far as I can judge from the brief account of what Mr. Peel proposes it seems to me that he is working on very much the right lines, which should provide a most satisfactory answer to the fears which have been expressed. Legislation to that end will have the Government's encouragement and support.'

Clearance of merger proposals by the DTI

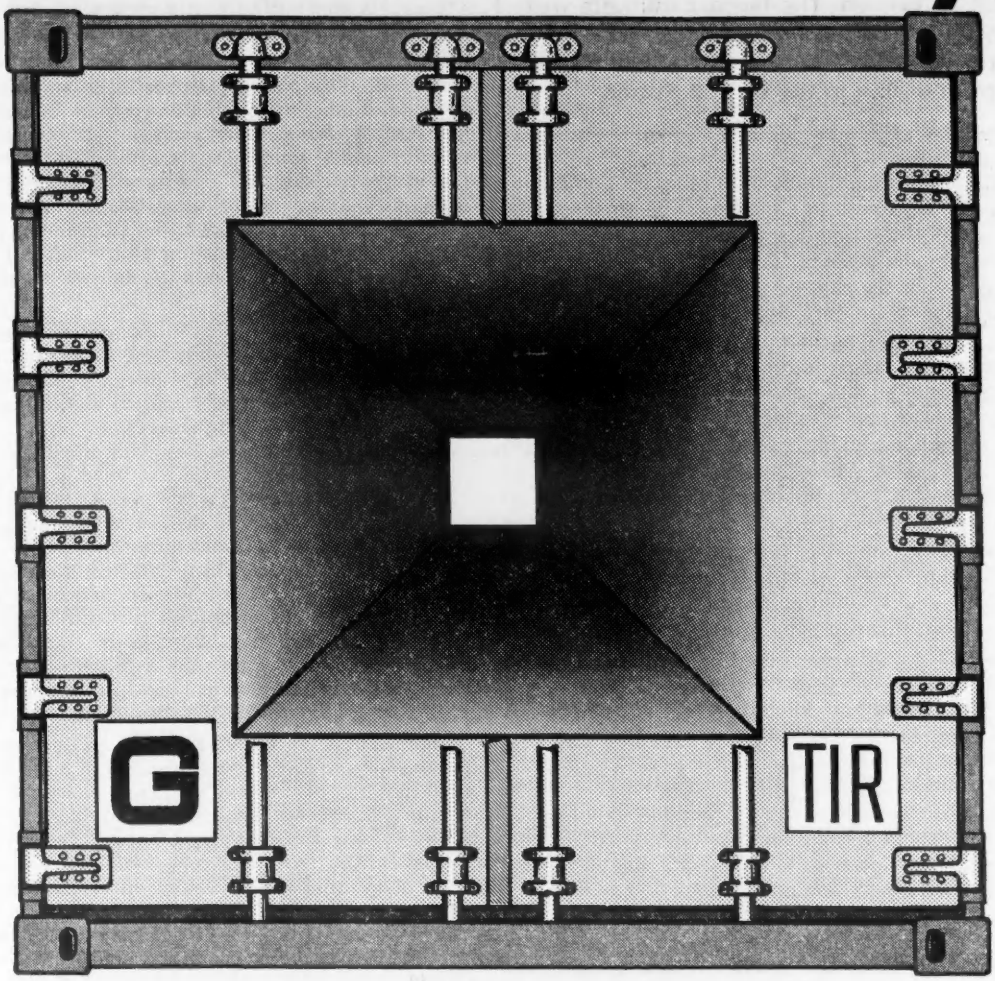
THE Department of Trade and Industry announce that, on the information at present before them, it is not their intention to refer to the Monopolies Commission under the provisions of the Monopolies and Mergers Act 1965 the proposed merger between S. Pearson and Son Ltd. and Doulton and Co Ltd.

Egyptian Minister visits Britain

HE Mr. Ibrahim Mustafa Baghdadi, the Governor of Cairo holding the rank of Minister, has been on a five-day visit to Britain as a guest of the Department of Trade and Industry. He left on November 28. His Excellency was accompanied during the visit by Mr. Engineer Youssef Said, Chairman of the Cairo Public Transport Authority holding the rank of Vice-Minister, the Director of Public Relations and Protocol Department, Governorate of Cairo, Mr. Mohamed Mostafa El Harouny, and his Private Secretary.

The Governor's programme has included a lunch given by Mr. Michael Noble, Minister for Trade, together with visits to the Greater London Council where he had lunch with the Chairman and members of the Council, to London Transport for talks with Sir Richard Way and Scotland Yard. His main interests are in rapid transit systems, long term urban planning, traffic control, and elevated motorways.

A Tunnel to Germany



If Gentransco were to make a tunnel from here to Germany, then perhaps they might, just might be able to give a quicker and better service, than they already do.

Groupage services to and from: Berlin, Bielefeld, Cologne, Dusseldorf, Frankfurt, Hagen, Hannover, Mannheim, Munich, Nurnberg, Stuttgart.
Enquiries to Gentransco Services Ltd.,
P.O. Box 166, Central House, London, E15 2PT. Telephone: 01-534 6655 Telex: 897153/4
or, 40 King Street West, Manchester M3 2NX. Telephone: 832 6411 Telex: 667659
or our branches at: Atherstone, Bradford, Bristol, Cardiff, Hull, Liverpool and Plymouth.

G GENTRANSCO SERVICES LTD

BRITAIN AND THE EEC—15

The EEC/EFTA Information Unit

On July 13, Mr. John Davies, Secretary of State for Trade and Industry, described in the House of Commons the ways in which DTI could help industry and commerce to prepare for entry into the EEC. Among other points his statement announced the setting up of a new Unit to facilitate the flow of information.

As the Department handling Government relations with the great majority of industries—and one heavily engaged in the Common Market negotiations—DTI has a major responsibility for ensuring that British firms will be able to prepare themselves effectively to take the fullest advantage of opportunities in the enlarged Community. In part this responsibility is being discharged through the Department's export services which, from next January, will be under the policy direction of the British Export Board. But Community membership has implications which go a good deal wider than exports. Firms need to know how the arrangements outlined in last July's White Paper 'The United Kingdom and the European Communities' (Cmnd. 4715) are likely to affect the totality of their operations in the future. And they will need to familiarise themselves with the new environment they will be operating in when we are a member of the enlarged Community.

Within the DTI knowledge of Community matters is considerable—and it is quickly extending as contacts with Europe strengthen. The range of advice and information available from the Department was described in article No. 8 in this series (*Trade and Industry*, September 2). Inquiry points for certain specific subjects were listed in the article. But clearly some businessmen will not be sure exactly what questions they need to ask, or may not be able to identify quickly the precise point to deal with a specific inquiry. They may also want to ask general questions about, for example, transitional arrangements or seek information about the institutions and trading practices of the Community.

It was to meet these needs in the speediest and most convenient way that the EEC/EFTA Information Unit was opened in July. The Department's Information Division had been providing an EFTA information service for some years and this was expanded to cover EEC matters after the important agreements reached in the Common Market negotiations in late June.

Since its opening the Unit has dealt with well over 2,000 inquiries, mostly by telephone. Many of these questions have been answered on the spot by the Unit's staff but, where necessary, inquirers have been put in touch with specialists within the DTI, other Government Departments or elsewhere.

Calls come from all over the country and from all kinds of people—company directors, export managers, business executives, accountants, solicitors, consultants, librarians, lecturers and many others. So far a high percentage of inquiries has come from representatives of large firms and organisations. But a growing number are coming from small and medium-sized firms as businessmen realise that they must prepare now to take full advantage of the vast new market opening up for them when Britain joins the enlarged Community. The Unit can be especially helpful to firms not large enough to have their own libraries and research departments, and it is hoped that an increasing number of them will make use of its services in the vital months between now and Britain's accession to the Community in just over a year's time.

The questions and answers below give some idea of the range of help available through the EEC/EFTA Information Unit. They may be helpful both in indicating the kind of questions the Unit can answer and in providing guidance on matters which are of wide general interest to industry.

BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry*:

Britain's application for EEC membership: progress of the negotiations: May 5.
The Treaty of Rome: an outline of its principal provisions: May 19.
The European Coal, Steel and Atomic Energy Communities: June 2.
The scope and form of Community Law: June 16.
Industrial policy and the Community: June 30.
The EEC and the free movement of labour: August 12.
Common Market transport policy: August 19.
Information and advice on the EEC available from the Department of Trade and Industry: September 2.
Common commercial policy of the EEC: September 9.
Technology and the Community: September 16.
Fair competition in the Community: September 30.
Regional policy and the Community: the Community's concern with regional problems: October 21.
Selling to the Common Market: prepare now for Britain's entry: November 4.
Transitional arrangements for industrial tariffs on joining the EEC: November 18.

1. What is meant by Community Regulations, Directives and Decisions?

The secondary legislation of the EEC is laid down in various forms of instrument—Regulations, Directives and Decisions. These are made by the Council of Ministers or by the Commission according to the relevant section of the Treaty of Rome to be implemented and to the level of authority required.

Regulations apply in Member States without the need for further national legislation. They are enforceable by national courts as well as the European Court of Justice and are

We can offer you a Package Deal—Translations and Secretarial Service for Correspondence, Tenders and Specifications, Sales Literature, Operating and Maintenance Manuals, Catalogues, Camera Copy, Litho Printing, in English and foreign languages.

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866) **or** **LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)**

directly binding both on Member Governments and on the individuals within them.

Directives, in contrast, do not directly affect individuals and are only binding upon every Member Government, in respect of the result to be achieved, the form and manner of enforcing them being a matter for the national authorities.

Decisions are more often taken by the Commission than by the Council. They are usually related to specific problems and need not apply to the Community as a whole. For example they may direct a single member country to stop doing something or authorise another one to do something. They are binding in every respect upon those to whom they are directed and can apply to private individuals or to States.

Recommendations and opinions may also be issued. They mainly emanate from the Commission, but have no binding force.

There is a special DTI service for firms seeking details of the Communities' Regulations, Decisions and Directives. The Department's Central Library now holds a virtually complete set (except for those concerning the Common Agricultural Policy) of unofficial English translations of instruments in force. These translations and a subject index to the legislation can be consulted by visitors and photocopies of translations can be purchased. (Work is going on in Brussels on the technical adaptation of all legislation into a form appropriate to the enlarged Communities. Official English texts will begin to be published shortly.)

2. If we join the EEC on January 1, 1973 will we immediately adopt the Common External Tariff against imports from countries which have no special trading arrangements with the EEC?

It has been agreed in the negotiations that our move to the CET should be carried out in four stages, starting a year after our accession to the Communities. If we join on January 1, 1973, the first movement towards adoption of the CET by the UK will be made on January 1, 1974, when we shall make a 40 per cent reduction in the difference between the UK tariff and the CET. Further reductions of 20 per cent each will be made on January 1, 1975, January 1, 1976, and finally on July 1, 1977, when complete adoption of the CET will be achieved.

3. Which Commonwealth countries have the option of association with the EEC?

All independent Commonwealth developing countries in Africa, the Caribbean, the Indian Ocean and the Pacific and all British dependent territories except Gibraltar and Hong Kong have been given the opportunity of association with the enlarged Community or in the case of the independent developing countries the alternatives of association or a trade agreement. This would give them access on favourable terms to the markets of the enlarged Community. The countries and territories concerned are:

Independent:

Barbados	Guyana	Mauritius	Trinidad & Tobago
Botswana	Jamaica	Nigeria	Tonga
Fiji	Kenya	Sierra Leone	Uganda
Gambia	Lesotho	Swaziland	Western Samoa
Ghana	Malawi	Tanzania	Zambia

Dependent territories:

Bahamas	Gilbert and Ellice Islands Colony
Bermuda	Montserrat
British Antarctic Territory	New Hebrides
British Honduras	Pitcairn
British Indian Ocean Territory	St. Helena and Dependencies
British Solomon Island Protectorate	Seychelles
British Virgin Islands	Turks and Caicos Islands
Brunei	West Indian Associated States (Antigua, Dominica, Grenada, St. Lucia, St. Vincent, St. Kitts, Nevis, Anguilla)
Cayman Islands	
Central and Southern Line Islands	
Falkland Islands and Dependencies	

4. If we enter the EEC will there have to be changes in the UK's anti-dumping arrangements as far as industrial goods are concerned?

During the transitional period from April 1, 1973 to July 1, 1977, we shall be free to take independent action against dumping by non-Member countries. Any complaints against Member Countries will have to be taken up via the Commission. (If the latter found a complaint to be justified they could recommend that the exporting country cease dumping and if the latter did not comply, could authorise us to take suitable anti-dumping action.)

Once we are full members of the EEC, any allegations of dumping into the UK by non-member countries would be dealt with under EEC Regulation 459/68. And of course no question of dumping would arise as between Member countries any more than between Glasgow and London.

The EEC Anti-Dumping Regulations are similar to the existing UK arrangements in that they are fully in line with Article VI of the GATT and with the International Anti-Dumping Code which was agreed in the course of the Kennedy Round Negotiations. The only real point of difference lies in the geographical coverage of the EEC Regulation—any anti-dumping duties imposed under it would normally apply to imports of the goods in question into the Common Market as a whole, and would normally be on the ground that material injury had been caused or threatened to a Community industry and not just to the producers in a single Member country. However, anti-dumping action can be taken on account of material injury caused or threatened to producers in a particular region of the Community if such local producers sell all or almost all of their production within that region, and none of the product in question produced elsewhere in the Community is sold in that regional market.

5. Which Mediterranean countries have preferential trade agreements with the EEC and are there any other preferential agreements in force covering association and trading arrangements from which the UK stands to benefit?

The EEC has preferential agreements with seven Mediterranean countries—Greece, Turkey, Morocco, Tunisia, Spain,

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

Advertising in the Italian Aviation Market means Presenting your Product or Service in Italy's leading Aviation Journal

AVIAZIONE DI LINEA

Whether it is automobiles, aircraft, equipment, airline operators, sports and yachting gear, AVIAZIONE DI LINEA will prove the best-selling medium. Edited by Dr. Capt. Paolo F. Bancale, Manager of Itavia Airlines. Published bi-monthly. Covers all aspects of commercial aviation and ancillary industries. Annual subscription: £5.75. Advertisement rates: page L.350,000.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Israel and Malta. Of these both the Greek and Turkish agreements are aimed at eventual customs union and possible full membership of the EEC. Each of the seven agreements provides for the reduction by both contracting parties of barriers to trade over specified ranges of goods and to differing extents.

The Yaoundé Convention with 18 African states which had traditional ties with one or other of the Six gives free access to the Community for industrial exports from these States and grants the countries substantial financial aid from the EEC. In return the African countries likewise grant the Six free access, subject to the right to impose duties or import restrictions to meet their budgetary or development needs. The 18 are:

Burundi	Dahomey	Niger
Cameroon	Gabon	Rwanda
Central African Republic	Ivory Coast	Senegal
Chad	Madagascar	Somalia
Congo-Brazzaville	Mali	Togo
Congo-Kinshasa	Mauritania	Upper Volta

Under the Arusha Agreement, three Commonwealth countries—Kenya, Uganda and Tanzania—have an association agreement with the EEC.

With a few exceptions these countries' exports to the EEC receive the same treatment as that accorded to the Yaoundé associated states. In return the East African countries admit imports from the EEC free of quantitative restrictions other than those imposed to meet their budgetary or development needs, and give duty preferences on some 60 products.

6. If we join the EEC will Chambers of Commerce be authorised to issue certificates of origin under the Community rules?

Yes. The present arrangements whereby certain Chambers of Commerce are authorised to issue certificates of origin will continue in force. A list of currently authorised Chambers and the address of the Association of British Chambers of Commerce—the advisory body to the Department of Trade and Industry on such matters—is on page 454 of this issue of *Trade and Industry*.

These arrangements stemming from the Convention Relating to the Simplification of Customs Formalities 1923 (Art. 11.2) are compatible with EEC Regulation 802/68 which among other matters provides that certificates of origin 'must be drawn up by an authority or agency having the guarantees and being duly authorised for that purpose by the country of origin'.

7. What is the Treaty of Paris and is an English language edition available?

The Treaty of Paris signed on April 18, 1951, is the Treaty establishing the European Coal and Steel Community (ECSC).

The UK has applied to join the ECSC and the European Atomic Energy Community (EURATOM) as well as the European Economic Community (EEC). Since 1967 all three Communities have been served by a single Commission.

Unofficial English language translations of the three treaties are available from HMSO, PO Box 569, London, SE1, or from any branch of HM Bookshop (prices are: ECSC 37½p. EURATOM 40p. EEC £1.20).

Official texts are being prepared and it is hoped that they will be available from HMSO early in 1972.

8. Will tariff barriers be erected between the UK and any of our EFTA partners, when the UK becomes a member of the enlarged European Community?

All EFTA countries and the members of the existing Community share a strong interest in ensuring that no new barriers to intra-European trade are erected as a consequence of enlargement. It is expected that existing free trade will be maintained between the EFTA countries (UK, Denmark and Norway) which have applied for membership of the enlarged European Communities. It is not possible to say exactly what arrangements will govern trade between the UK, as a member of the enlarged Community, and the other six EFTA countries (Austria, Finland, Iceland, Portugal, Sweden and Switzerland) which are not seeking full membership. Although there will have to be further discussion of special treatment for a few sensitive products, it is envisaged that the present measure of free trade will also be maintained between the UK, Denmark and Norway as members of the enlarged Community and the non-applicant EFTA countries. It is hoped that arrangements between the enlarged Community and all the EFTA countries will come into force at the same time.

Other questions

Among the many other questions received by the Unit are ones about EEC statistics, harmonisation of standards, current rates of VAT in the Six, the EEC scheme for generalised preferences to developing countries, rules of competition and monopoly practices in the EEC.

In the coming year

As the tempo of industry's preparations for Community membership quickens, so there will be an increasing need for advice and information. If we are to get maximum benefits from membership a great deal will depend on the thoroughness of preparations made in the months remaining before entry. The DTI hopes to see growing demands upon its EEC information service from firms of all types and sizes. All inquiries

(*continued on next page*)

EUROPEAN SALES AND PROMOTION AGENTS

HAMMOND ROYLSTON AND ASSOCIATES.

Start or enlarge your exports to the Common Market.

We handle your complete E.E.C. sales campaign.

We charge **no commission** on orders obtained.

For more facts about this unique service to manufacturers write to:

HAMMOND ROYLSTON & ASSOCIATES. Dept TR.
332 New Hythe Lane, Larkfield, Maidstone, Kent
Telephone Maidstone 77452

Keep informed on the E.E.C.

Read the weekly

COMMON MARKET NEWS BULLETIN

Annual subscription £10.50 (post free).
from Common Market News Services,
92 Fleet Street, London, E.C.4.

Name.....

Address.....

.....

.....

THE EEC/EFTA INFORMATION UNIT
continued

are welcome—the DTI wants to do all it can to see that British firms are fully equipped to make the most of the new opportunities.

Inquiries should be addressed to the EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Tel: 01-222 7877. EEC inquiries—ext. 3579 or 2479. EFTA inquiries—ext. 2480 or 2479. Telex. 27366.
For information about EEC Regulations, Decisions and Directives (other than those concerning agriculture) inquiries should be addressed to The Central Library, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Tel: 01-222 7877, ext. 3693 or 3694. Telex. 27366.

Generalised tariff preferences for developing countries

A NEW Order published on November 26, lists the 99 developing countries from which specified imports may enter the United Kingdom at nil or reduced rates of duty between January 1, 1972 and December 31, 1972.

The Order also specifies the goods which may be subject to these new arrangements, and provides for consignment rules. Qualifying goods must be consigned direct from the developing country concerned or, in the case of certain land-locked countries, from specified ports in other countries or from certain customs controlled exhibitions in third countries.

Copies of the Order, The Import Duties (Developing Countries) Order 1971 (SI 1971 No. 1882), are available from HMSO (price 13p), or by post (price 15½p).

Background notes

Details of eligible countries and goods and of the consignment conditions were given in articles in *Trade and Industry* of September 23 and October 14 respectively.

The idea of 'generalised tariff preferences' for imports from all developing countries was discussed at the first United Nations Conference on Trade and Development (UNCTAD) in 1964 when the UK was the first major country to support it. At New Delhi in 1968, the second UNCTAD conference unanimously passed a resolution supporting the establishment of a non-reciprocal, non-discriminatory generalised system of preferences in favour of developing countries, the objectives of which would be to increase their export earnings, promote their industrialisation and accelerate their economic growth. After much discussion both in OECD among the developed countries themselves and also in the UNCTAD Special Committee on Preferences, developed and developing countries agreed in the Special Committee in October 1970 on 'mutually acceptable' arrangements.

Although agreed that they should all make equivalent efforts, the preference-giving countries in the OECD did not find it possible to agree on a uniform scheme of preferences but decided to proceed with individual schemes which they each considered should be expected to yield comparable results. They will hold regular reviews of the trade effect of the schemes and will be able to consider what modifications might be necessary to correct any serious disparities that arise.

The EEC introduced its generalised preference scheme on July 1, 1971; Japan introduced its scheme on August 1 and Norway on October 1, 1971. Switzerland, Sweden, Denmark, Finland and Austria aim to implement their schemes on or before January 1, 1972. US legislation has yet to be submitted to Congress. In the event of the UK joining the EEC, the UK scheme would have to be assimilated to that of the Community.

Certificates of origin: issuing bodies

THE following organisations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Areas Convention:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce
Burton on Trent & South Derbyshire Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester and District Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal & District Incorporated Chamber of Commerce
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy & East Fife Chamber of Commerce

Lancaster, Morecambe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce & Industry
Leicester & County Chamber of Commerce and Industry
Leith Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce & Industry
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce
Mid Herts Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce & Industry
Northampton & County Chamber of Commerce
Northern Ireland Chamber of Commerce & Industry (Belfast)
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce & Manufactures (Inc.)
Slough Chamber of Commerce & Industry (Branch issuing office) also at London Airport (Heathrow)
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Swansea Chamber of Commerce Inc.

Teesside and District Chamber of Commerce
Royal Tunbridge Wells Chamber of Commerce
Tyne & Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce & Industry
Worcester Chamber of Commerce

* Does NOT issue EFTA certificate of origin.

The list previously published in *Trade and Industry* of May 5, 1971, is hereby cancelled.

Information for exporters

Exporters are informed that foreign Customs authorities may refuse certificates of origin other than those issued by organisations designated by the Department of Trade and Industry and listed above. Exporters are advised that difficulties may also arise over documents which do no more than authenticate the signature of the declarer (even if the signature of the declarer is later officially authenticated).

Refusal by foreign Customs authorities to accept certificates of origin or difficulties arising, for the reasons given above, are almost bound to lead to delay in delivery of the goods concerned, and may in certain circumstances lead to forfeiture of the goods, or the imposition of financial penalties, or both.

Chambers of Commerce seeking designation to issue certificates of origin universally acceptable to foreign Customs authorities under the provisions of international, or where applicable EFTA, Conventions should apply in the first instance to the Association of British Chambers of Commerce, 68 Queen Street, London, EC4N 1SN, as the ABCC acts as an advisory body to the Department of Trade and Industry on these matters.

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
467	The New Customs Tariff and Overseas Trade Classification
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Import explosion in the Middle East: British exports could be doubled

—Mr. Michael Noble

IN a lunchtime address to a seminar of some 450 representatives of banks and firms, organised by the British Bank of the Middle East on November 24, Mr. Michael Noble, Minister for Trade, referred to the likelihood of a mammoth import explosion in the Middle East. This would result from increased oil earnings—which had been described earlier in the seminar by Sir Eric Drake. Points made by Mr. Noble were:

The oil producing countries' incomes would rise by more than £2,500 million a year within a very few years: this enormous figure should be looked at against present total imports of about £4,000 million a year.

British firms are generally more favourably regarded in the Middle East than for many years. There is also a great fund of goodwill in the Gulf area as the result of the modernisation of our relationship with the area.

'Our current trade figures suggest that orders should be increasingly forthcoming. In 1970 British exports were about £400 million to the Arab countries plus Iran and Turkey. But over the last three months, our exports have been running at the rate of £480 million per year. I see no reason why, given the present degree of political and economic stability, the 1970 figure of £400 million should not be doubled in the course of the next three or four years. £400 million represents 5 per cent of our total exports. This may not sound a large proportion. But an extra £400 million would be an important factor in the balance of payments in meeting the extra bills we shall have to pay, both for oil and other things, in the coming years.

'But if we are to expand our exports in this way and get a really large share of the import explosion we shall have to meet competition more effectively than in recent years. Although our exports had increased by over 60 per cent over the period 1965-70 most of our main competitors had done better, with Japanese exports doubling and Italian and German increasing by 90 per cent. Some of these increases depend on special factors, but they also reflect our general failure to keep up with the leaders in recent years.

'But now, there are, I think, many factors in our favour, always provided that our output is maintained. Many of these markets are becoming more quality conscious. The revaluation of some currencies is in our favour. And as I have already said, we are usually now more welcome than in the past few years.'

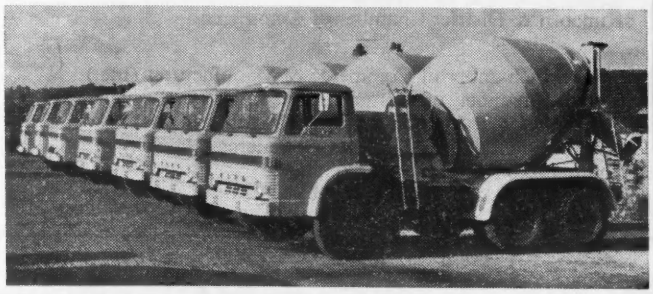
As to the means of competing more effectively in future Mr. Noble said, 'The political and economic facts are continually changing. It pays to do homework on this, and the official and other services are available to help. Market research in these often small countries—which are quite separate markets—is not usually a practical proposition, but one can find out a good deal about where the spending power lies, how widely it is spread, what detailed trade figures are available, what is the state of tariffs and quotas. This last will be a matter of more than usual importance for the next few years since a number of the Mediterranean countries have or will have association agreements with the EEC, and the terms upon which we accede to these agreements will be negotiated in the next year or two. Political attitudes can change too and it may on that account for example be necessary to study changes of methods of doing business and of agents' areas of operation.'

Mr. Noble also emphasised, as did Lord Denman later, the potential for increased British invisible earnings, of the vast new wealth in the Middle East.

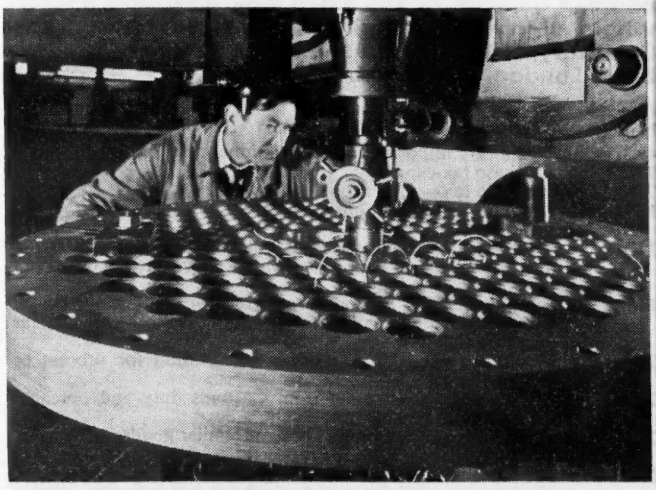
DEAR EDITOR...

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Mr. Anthony Grant (second from right), Parliamentary Under-Secretary of State for Trade, examining some of the exhibits at the 'Bulgarian Science and Technology Days', held at the CEGB Headquarters in London from November 22 to 29. The event comprised an exhibition, technical symposium and scientific films and was organised by the State Committee for Science, Technical Progress and Higher Education, and the Central Council of the Scientific and Technical Unions of the People's Republic of Bulgaria, with the DTI and the London Chamber of Commerce.



The first seven of 17 Stothert & Pitt M6P concrete truck mixers bound for Romania for work on the Flaminda irrigation scheme. The mixers, fitted to Ford DT 2014 chassis, have been supplied to George Wimpey and Co. Ltd. Stotherts have also supplied Wimpey with two batching plants for their part in the Romanian project. Total value of the two contracts is in the region of £72,000.



Machining a solid nickel tube plate at the Croydon works of A.P.V.-Mitchell Ltd. for eventual fitting into a high pressure heat exchanger. The exchanger is part of a contract for several vessels and heat exchangers, all constructed in nickel, being supplied by A.P.V.-Mitchell to Eastern Europe. The value of the contract is over £60,000.

Youth tourism 1972: Mr. Grant addresses London Tourist Board conference

'ONE of the top priorities ahead is to find ways of telling more of our young visitors about the facilities that are available to them. Once they know about them and use them, many of their problems are solved.' This was said by Mr. Anthony Grant, the Minister responsible for tourism, when he addressed the London Tourist Board Conference on Youth Tourism 1972 in London on November 24.

'I am delighted to have been asked to speak at this conference,' he said. 'Last August I paid a visit early one morning to a number of the temporary centres set up to accommodate our young visitors. I wanted to see for myself what was being done. I was tremendously impressed by the ingenuity that had been shown by the voluntary bodies who were organising these centres. It is not an easy task to find ways of providing accommodation in London at the sort of prices these young people want to pay—particularly when it is only needed for a limited number of weeks in the year.

'What impressed me particularly was that the young people I talked to were obviously satisfied with the welcome they had received and with the accommodation. They told me quite frankly that they were not looking for elaborate accommodation—many of them just wanted a place to lay out their sleeping bags and somewhere where they could get a wash and perhaps breakfast without spending much money.

'There did not, at that time, appear to be an actual shortage of temporary low priced accommodation—many of the centres I visited told me that they had spare capacity even during the height of the holiday season. But with the increased number of visitors expected in the coming year this situation could change very quickly. This is one reason why I welcome most heartily the initiative of your Board, Sir Anthony, in calling this conference.

Student's Accommodation Bureau

'My final port of call on my August visit was the Student's Accommodation Bureau in 2 Grosvenor Place and the London Tourist Board's information centre and their Private Accommodation Bureau in Grosvenor Gardens. The Board are to be congratulated on the very helpful services they offer. Here again I had an opportunity of talking to some of the young people who were using the student accommodation bureau. I came away with the feeling that one of the top priorities ahead is to find ways of telling more of our young visitors about the facilities that are available to them. Once they know about them and use them, many of their problems are solved.

'But it is not only our visitors who ought to know what is being done. Some of the publicity given last year to the question of young visitors to London laid great stress on the problems, but gave far too little space to describing how much is being done. I was surprised, when I looked into the matter what a tremendous amount of information and help is in fact available. I was interested to see, for example, the very comprehensive publication called "Young Visitors to Britain" issued by the Central Bureau for Educational Visits which contains a mine of information. I am glad to know that this is available in several languages and that it is widely distributed in other countries through Embassies, Consular Posts and the British Council. The British Tourist Authority issue a publication on inexpensive accommodation and there are also, I found, a number of privately published guides to this type of accommodation. The more people know about all this the better. And they should also know what a tremendous amount is being done behind the scenes by the GLC and by the English Tourist Board. Together, of course, they sponsor the LTB and are fully behind all the work that the LTB are doing.

'Now I do not want to suggest for one moment that everything in the garden is lovely and that we can all go home and stop worrying. There are tremendous problems ahead. Perhaps the most serious of these is the question of London's capacity to accept more tourists. I am well aware of the growing anxiety about this. We must face the fact that it is a good deal easier to increase the amount of sleeping accommodation than to stretch the capacity of the Tower of London or Westminster Abbey. The time could well come when it is simply not possible for Central London to hold all the visitors who would like to come here during the most popular holiday months.

The long term view

'In the longer term, however, this will not be enough. If future visitors are not to be disappointed, a concerted effort must be made to persuade them of the need to arrange accommodation in advance. They need realistic advice about what it will cost them to do the things they want to. This will not solve the problem of the casual visitor, but it could help to keep it within manageable proportions. Concurrently, a real drive is needed to encourage young people to visit other parts of the country. To overcrowd London will help no one. Our image as a tourist country will be damaged; perhaps irreparably; disappointment and discomfort will drive our young visitors to look elsewhere for their holidays. And I am not addressing these remarks solely to the official promotional organisations—all branches of the travel trade—all who provide guidance and information for visitors can directly influence the pattern of future travel.

'Now of course I recognise that people will only want to go to places that interest them. So the first thing to find out is what sort of things appeal to young visitors—then we must look around to see where we have these things, and where they can be developed. I am delighted to learn that the English Tourist Board are planning to set up a study group to advise them on these matters in relation to England as a whole and that the study group is to be composed of young people between the ages of 18 and 25. I think this is a splendid idea. We need the enthusiasm and the capacity for self-help which so many of our young people can offer. I would like to take this opportunity of wishing the venture a good start and continuing success.'

Consent to extension of Ince Generating Station

AFTER consultation with the Department of the Environment, the Secretary of State for Trade and Industry has authorised consent to be given to the Central Electricity Generating Board to extend Ince Generating Station, Cheshire, by the addition of a new 100 MW oil-fired station to be known as Ince 'B' Generating Station.

The extension was the subject of a public inquiry held at Chester in December 1970.

Note

The existing station at Ince, which is also oil-fired, is of 240 MW capacity. The local planning authority approved the proposed extension subject to conditions but because of objections received it was decided to hold a public inquiry and this was held jointly by Inspectors from the Departments of Trade and Industry and Environment. The decision to grant consent was in accordance with the Inspectors' recommendations.

EXPORTERS OWN EXPORT INTELLIGENCE? A FACT WITH

Export Procedure & Documentation—40p post paid
Shaw's Exporters' Guide & Shipping Department Bulletin, monthly—£4.75 p.a. by subscription only
Export Certified Invoices (C.V.O.'s) by return of post according to your needs

Write or phone the Specialists:

A. C. SHAW (Export) SALES CO LTD. 127 Cheapside, London EC2V 6DH
Tel. 01-606 9417/8, 8567 for further details, price list, etc.

'High productivity the best advertisement to attract new industry

—Mr. Nicholas Ridley

THE 'unprecedented series' of Government measures to stimulate demand was reviewed by Mr. Nicholas Ridley, Parliamentary Under-Secretary for Industry, addressing the annual luncheon of the Tyneside Productivity Association on November 25.

Mr. Ridley said: 'It is often overlooked just how substantial the assistance available to development areas really is. First, there is the opportunity to purchase or rent a DTI factory. Second, there are the building grants—the rates of which we have increased by 10 percentage points. Third, we have adopted a more liberal approach to capital loans granted under the Local Employment Acts. Fourth, there are removal grants. Fifth, there is help for the transfer of key workers. Sixth, there are special industrial training schemes for firms expanding in the development areas, which are additional to the national schemes operated by the industrial training boards. Seventh, there are the tax allowances we have introduced.

'In addition to all these measures, we have substantially increased public expenditure to relieve unemployment. Last July we authorised an increase of £160 million in expenditure on infrastructure works in Development Areas, and I hope that Tyneside will be able to take full advantage of this. We have recently brought forward £70 million of Naval orders, four of which—two Type 42 destroyers and two small fleet tankers—are being placed with Swan Hunter. And on Tuesday the Chancellor announced that £60 million of further expenditure by Government Departments had been approved over the next two years, and that arrangements were in hand to bring forward £100 million of investment by nationalised industries. The biggest single item in the last category, the CEGB's power station at Ince, will I hope bring badly needed work to firms in the North East.

'It is true, as we all know, that unemployment has been rising steadily since 1966 and has reached very high levels. I and all my colleagues in this Government are deeply concerned about this. We recognise the personal anxiety and hardship which the unemployed suffer. Not only is unemployment a social evil but also a terrible economic waste of manpower and skills which none of us can afford. We are determined to bring down these high numbers.

'Naturally, in the face of this unemployment on the one hand and the massive assistance to the regions on the other, one cannot help asking why the regional employment problem seems so intractable. Extension of the existing assisted areas with their incentives, an idea often put forward, is of course carefully considered by us whenever the appeal is made. But one must realise that granting assisted area status to new areas does not automatically increase the number of mobile projects and hence more jobs—it merely spreads those there are more thinly and at the expense of the worst hit areas. I know the temptation is always there to think that piling on the incentives will do the trick; but the fact is that they cannot, however large and well framed they may be, unless there is growth in the economy as a whole. Pressing for extension of development areas or special development areas, and for bigger and bigger incentives is not therefore helpful either regionally or nationally.'

Mr. Ridley continued: 'Productivity is vital to all industries where the location of the industry (due to natural and historical factors) is at a distance from the main commercial and overseas transport centres of the country. There is no doubt that the disadvantages of his remoteness—and we must admit that despite modern communications there sometimes are disadvantages—demand higher levels of productivity than elsewhere.

'I would also suggest to you that a reputation for high productivity can be the best possible advertisement for any region in attracting new industries. This is at least as important a consideration in the minds of incoming industrialists as Government grants and incentives.

'A second positive point I would make to you concerns our potential EEC membership. There is no doubt at all that our entry into this Community—with the consequent access to a single market of nearly 300 million people—presents this country with an unrivalled opportunity to develop and sustain a higher level of industrial growth. There are many fields in which we can match the best that Europe can do, and in which we need not fear competition provided our industry maintains a productivity which permits fair pricing for a sound product.

'I know there is some fear that the additional transport necessary to reach this Continental market may be a disadvantage. But this of course works both ways and it should be remembered that there is a whole range of goods and services for which transport costs are not of great significance. EEC entry will of course offer special opportunities to our eastern ports as our trade with the Community expands. I am also convinced that membership will in itself turn on the tap again of investment in UK both from EEC countries and from the USA.

'The third positive factor stems from the recently published report of the Bolton Committee of Inquiry on Small Firms. The

Assembling crossbar switching equipment in the Kirkcaldy factory of GEC-AEI Telecommunications Ltd. Used in telephone exchanges, this equipment is playing an increasingly important part in the work of the company's factories at Kirkcaldy and nearby Glenrothes. These factories, which were officially opened by the Secretary of State for Scotland five years ago, employ 3,000 people. Production is expanding rapidly and a vigorous recruiting campaign for women workers still has 300 vacancies to fill.

Government has accepted the recommendations of this Report and I have been made responsible for a division within the Department that will keep a continuous watch on the place of small firms in the economy, and take account of their interest when future policies are formulated.

Importance of small firms

'I am convinced that the existence and survival of small firms is essential to our economy. The Committee found that the size, and the share of the economic activity of the small firm sector was tending to decline and the majority of the Committee's recommendations are designed to reverse this trend. I believe that there are going to be much greater new opportunities for small firms to become once more the lively, vital part of our private enterprise system which they once were.

'I think we have not for many years been better poised than we are at present to achieve economic recovery and seize the great opportunities that await us. We have taken massive and extraordinary measures to reflate the economy. One must accept that it will take time for the increased demand generated by these to work through the economy as a whole, but there are already some encouraging signs that these are beginning to take effect.

'These are evident in consumer expenditure; in restraint of manufacturers' prices; in improvement in industrial profitability. As the level of activity rises, confidence in industry will grow; and this will permeate down to investment and employment. It is in this way that we shall make a real impact on regional industrial and employment problems, and it is only in a buoyant and thriving economy that our very considerable package of regional incentives can be fully effective. There is no quick or easy solution to this economic dilemma, but I am sure that you in the North East will be amongst the first to respond when the chance is given you to seize and exploit the opportunities which lie ahead.'

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, who was recently appointed Minister with responsibility in the Department of Trade and Industry for small firms, speaking at the annual luncheon of the Small Businesses Association. Also at the luncheon was Mr. John Bolton, chairman of the Bolton Committee of Inquiry on Small Firms.

Applications for investment grant

THE Department of Trade and Industry announced on July 8 last that applications for investment grant in respect of capital expenditure incurred in the period October 27, 1970 to March 31, 1971 would be accepted from August 1, 1971 and that payment on such applications would begin two months later on October 1, 1971.

As announced by the Chancellor of the Exchequer in the House of Commons on November 23 the Government intends to accelerate payments of investment grant still further. Accordingly applications in respect of expenditure incurred in the two quarters April 1 to June 30 and July 1 to September 30, 1971 will be accepted by the Investment Grants Offices from January 1, 1972. Payments on such applications will also begin from that date.

The appropriate application forms should be accompanied by completed Forms IG/32 (IG/33 in the case of expenditure on a new ship).

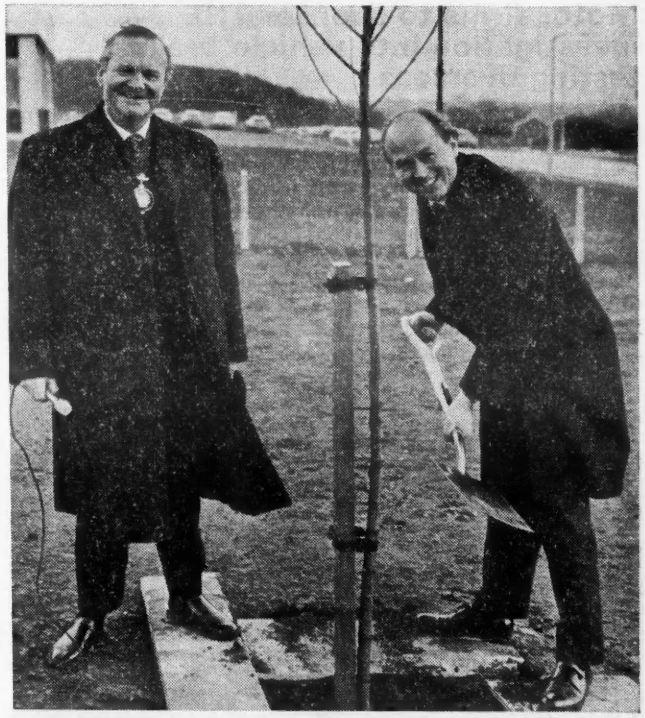
The Department also remind applicants that, by virtue of the Investment Grants Termination (No. 1) Order 1971 coming into operation and the Direction made on August 16, 1971, no investment grant will be made in respect of expenditure incurred before January 1, 1969 unless application on the appropriate form and accompanied by any relevant documents including a report by an independent accountant is made to the Department of Trade and Industry before January 1, 1972. Applicants are advised to arrange for such applications to be *received* by the Investment Grants Offices not later than December 31, 1971.

Applications relating to expenditure incurred in the periods January 1, 1969 to March 31, 1969, April 1, 1969 to June 30, 1969 and July 1, 1969 to September 30, 1969 must likewise be made before April 1, 1972, July 1, 1972 and October 1, 1972 respectively.

The addresses of the offices are: Department of Trade and Industry, Investment Grants Office

Colman House
Victoria Avenue
Southend-on-Sea, SS2 6DU
Tel. (0702) 41341 and 41362
Telex 99288

St. Peter's House
Stanley Precinct
Bootle
Lancs. L20 3LZ
Tel. 051-922 4030
Telex 627162

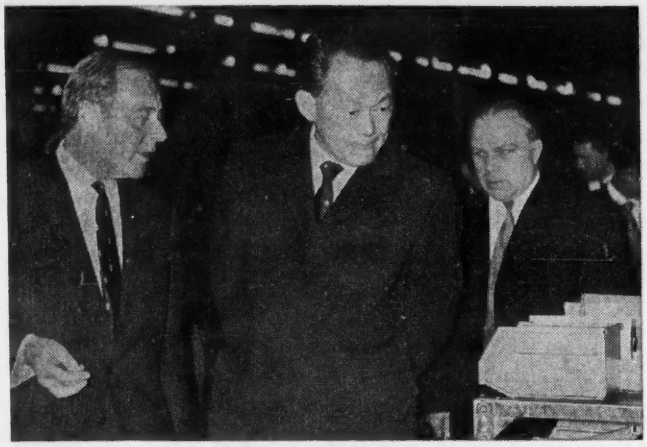


Sir John Eden, Minister for Industry, planting a tree when opening the new 55-acre Codnor Gate Industrial Estate in Derbyshire on November 22. On the left is Alderman J. W. Trippett, chairman of the county council. The estate, which accommodates seven main concerns, was bought by the county council to meet immediate demands for industrial land.

24/26 Newport Road,
Cardiff, CF2 1SY
Tel. (0222) 42611
Telex 49538

Magnet House
Waterloo Street
Glasgow, C2
Tel. 041-221 9833
Telex 77611

Queensway House
West Precinct
Town Centre
Billingham
Teesside TS23 2NF
Tel. (0642) 553671
Telex 58608



The Prime Minister of Singapore, Mr. Lee Kuan Yew, accompanied by his wife and daughter visited the Speedicut Works of Firth Brown Tools Ltd. during November. Picture shows (left to right): Mr. T. H. Burleigh, chairman of Firth Brown Tools; Mr. Lee and Mr. L. R. Turner, managing director. Firth Brown Tools enjoy extensive sales in Singapore and the rest of South East Asia and recently exhibited at the British Industrial Exhibition in Singapore.

Motor firms to sponsor THE investigation into vehicle brake testing overseas

THE British Standards Institute announce that some of the biggest companies in the UK motor industry are sponsoring an intensive investigation into the testing of vehicle braking systems in almost a dozen European countries in order to make the way easier for future British exports. The project, to be carried out by engineers of BSI's Technical Help to Exporters (THE) service, will take about four months, and should be completed by February of 1972. It is hoped that the countries to be visited will include Germany, Norway, Sweden, Denmark, Netherlands, Belgium, France, Switzerland, Italy and probably Austria and Luxembourg.

A. Streeter and Co. Ltd of Godalming, civil engineering contractors, have sold a Calweld tunnelling machine to Entreprise Murer S.A. of Geneva. Under the contract, Streeter will also supply supervision, manpower and technical know-how. The machine will be used to cut parallel tunnels beneath the city of Geneva. Earlier this year, Streeters were called in to supervise and correct the operation of a 6 metre diameter tunnelling machine being employed in the construction of a tunnel for the Barcelona underground railway.

Initiating European co-operation in technology projects

FOLLOWING the meeting in Brussels on November 22 and 23 of European Ministers responsible for technology, Mr. Frederick Corfield, Minister for Aerospace, who attended on behalf of the United Kingdom, outlined the results of the meeting to Parliament on November 25.

'In response to an invitation to the Government from the President of the Council of Ministers of the European Community, I attended a meeting in Brussels on November 22 and 23, of European Ministers responsible for technology. Nineteen countries were represented including all the present members of the Community and applicants for membership. The purpose of the meeting was to consider proposals for European co-operation in applied science and technology. The proposals, prepared by a working group of officials from the countries concerned, included programmes of work on a pilot computer communications network; on materials for gas turbines; on aspects of air and water pollution and on the processing of sewage. I signed agreements on behalf of the United Kingdom, initiating co-operative work in these fields.

'The meeting also approved resolutions giving support in general terms for further work on the establishment of a European centre for research on reliable medium-range weather forecasts; on the establishment of a European information centre on computer software; and on a study of future European needs for inter-city transport.'

Note: A fuller account of the Brussels meeting will appear in the December issue of *New Technology*.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
October 29, 1971		
1,120,044	Fabrique Suisse de Crayons Caran d'Ache S.A.	A system for controlling extension and retraction of the cartridge in a ball-point pen
1,122,872	Globe-Union Inc	Battery casing and cover therefor
1,227,169	George Lebocey & Cie	Knitting machines
November 1, 1971		
1,079,135	Hardman & Holden Ltd	Bleaching of wood pulp
1,173,295	Agfa-Gevaert Aktiengesellschaft	Photographic materials for a silver-dye-bleach process.
1,196,760	Roger Boudart	Method for processing papaw latex and product obtained
1,128,696	Institut Textile de France	Process for grafting hydroxyl-group containing polymeric materials.
945,986	Pressed Steel Company Ltd	Arc welding
November 3, 1971		
950,048	Standard Telephones and Cables Ltd.	Soldering tools
989,933	Standard Telephones and Cables Ltd.	Improvements to PABX working
1,027,559	Standard Telephones and Cables Ltd.	Selection system for electrical circuits or equipment
1,113,700	Standard Telephones and Cables Ltd.	Encoders for electrical signals
1,123,270	Standard Telephones and Cables Ltd.	Apparatus for manufacturing telecommunication cables
1,133,801	Standard Telephones and Cables Ltd.	Waveguide filter
1,143,026	Standard Telephones and Cables Ltd.	Tool for thermocompression bonding
1,170,178	Standard Telephones and Cables Ltd.	Multiple magnetic recording head assemblies
1,183,587	Standard Telephones and Cables Ltd.	Electrographic apparatus
1,198 308	Standard Telephones and Cables Ltd.	Push button signalling
November 5, 1971		
1,007,020	Agfa Aktiengesellschaft	Photographic processes, emulsions and developer solutions
1,030,669	Standard Telephones and Cables Ltd.	Semiconductor devices
1,200,909	Standard Telephones and Cables Ltd.	Loop current detector
1,235,942	Glaverbel	Method and apparatus for surface coating articles
1,237,394	Glaverbel	Method of strengthening vitreous materials

(continued on page 463)

Take a closer look at the extra cash the Special Development Areas have to offer.

Operational Grants and five-year rent-free Advance Factories are just two of the many attractive financial benefits for new incoming industry in the Special Development Areas.

These special areas—all within the Development Areas—consist of parts of Scotland, of the North of England and of Wales.

They offer new incoming industry higher financial incentives than the rest of the Development Areas.

In addition to these two extra cash benefits there are other financial incentives. These also apply to companies moving to or expanding in the Development Areas.

Building Grants Grants towards the building of new factories can be as high as 45% of the building costs.

Tax Allowances These include a special first-year allowance of 100% of expenditure on new immobile machinery and plant and 44% of the construction costs of industrial buildings (after deducting any grant).

Loans General capital expenditure can qualify for loans at moderate rates of interest.

Removal Grants Substantial contributions are available to meet some of a firm's major costs of moving into an Area.

Training Grants These amount to £10 per week for each man (£7 per week for each woman) during the period of their basic training for additional jobs provided in the Area. Various forms of direct help with training are also available.

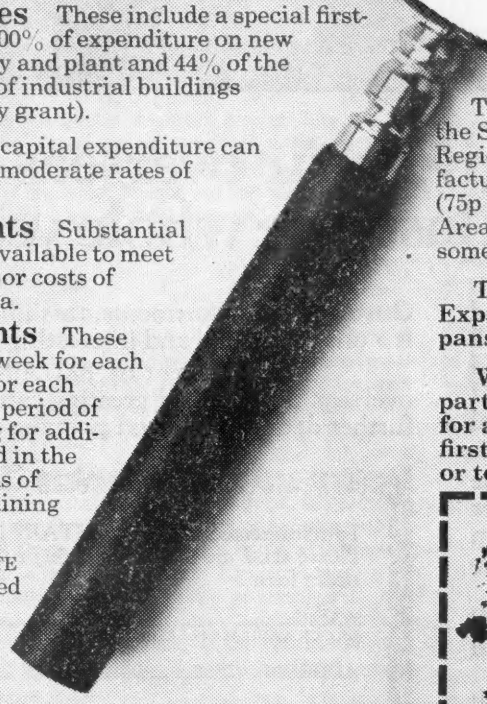
In the INTERMEDIATE AREAS a more limited range of benefits is available.

Operational Grants

Grants are available of up to 30% of eligible wage and salary costs during the first three years of operation for new incoming industry in the Special Development Areas.

Advance Factories

For those unable to build their own factories, it may be possible to buy or lease a suitable ready-built Government factory–in some cases rent-free for five years (for two years in the Development Areas).



There are other important benefits. For example, in the Special Development Areas and Development Areas, Regional Employment Premiums are payable to manufacturers at £1.50 per week for each male adult employee (75p for each female) until September 1974. And in all the Areas there is plenty of room for future expansion with some of the most attractive countryside on your doorstep.

To obtain more information on the Areas for Expansion, get in touch with us at "Industrial Expansion" at the Department of Trade and Industry.

We aim to provide industrialists with the impartial help they need in finding the right location for a successful project. Filling in the coupon is the first step towards getting all the facts. Do it now—or telephone 01-222 7877, Ext. 3333.

Post to: Industrial Expansion, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Please send me literature describing the benefits available in the Areas for Expansion.

Name .....

Position in Company .....

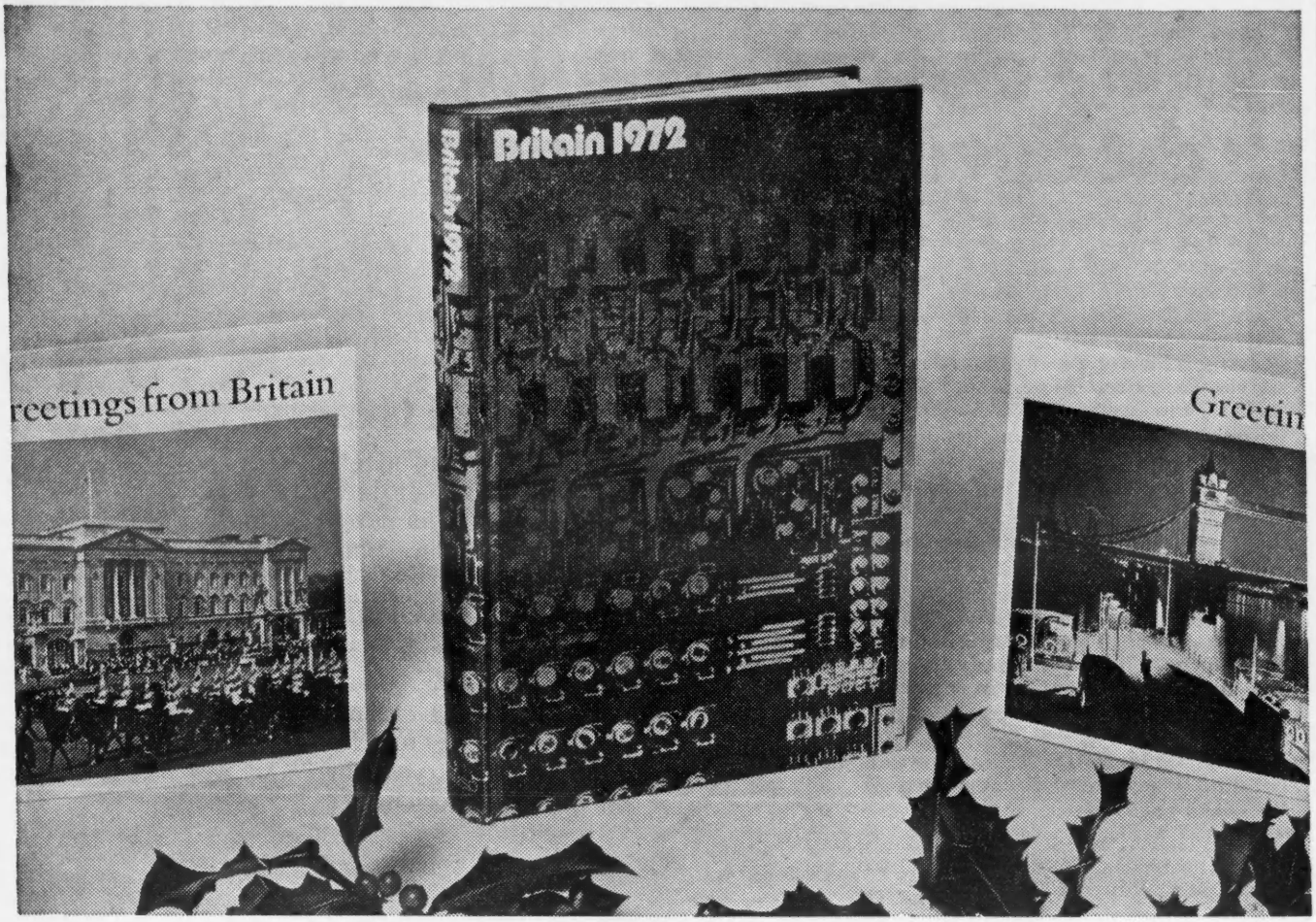
Company .....

Nature of Business .....

Address .....

Postal Code .....

The Areas for Expansion
Get the facts from the Department of Trade & Industry



For Christmas 1971 give your overseas friends this 1972 gift. It lasts the whole year.

'BRITAIN 1972' is a 528 page illustrated handbook which in 21 chapters gives a full picture of Britain today – from technology and traditions to trade and tourism, Government and education to the national economy, the Social Services to sport and the arts.

Under a gift scheme sponsored by the Department of Trade and Industry, you can order copies of 'BRITAIN 1972' to be sent direct from Her Majesty's Stationery Office, with your compliments, to your overseas business associates.

With each copy that you order, you will get an attractive greetings card for you to send personally to your business friends.

It will tell them that 'BRITAIN 1972' will reach them in the New Year as a gift from you.

Prepared each year by the Central Office of Information in collaboration with other Government departments, this illustrated volume is a unique, useful and interesting gift.

The total cost of 'BRITAIN 1972' including overseas postage and greeting cards, is £2·00. For further details, fill in and post the coupon below.

I am interested in your 'BRITAIN 1972' gift scheme. Please send me the leaflet giving full details, and the order form.

NAME .....
(BLOCK CAPITALS PLEASE)

ADDRESS .....

.....

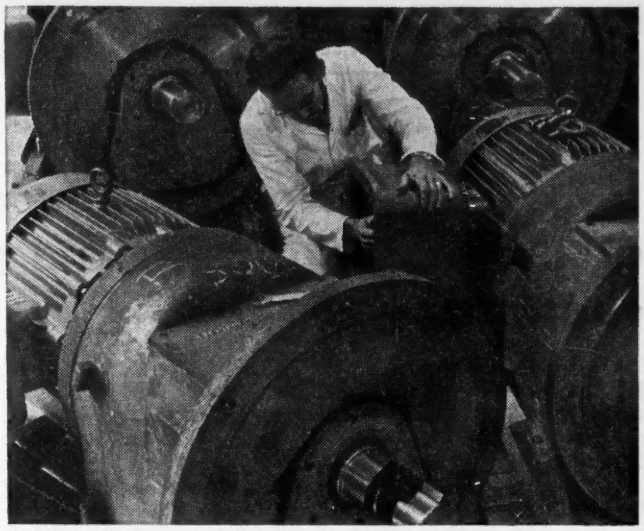
Post this coupon to: **Information Division, Room 555, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET.**

PATENTS ENDORSED 'LICENCES OF RIGHT'
continued

Number	Grantee	Subject-matter
November 9, 1971		
1,088,620	International Standard Electric Corporation	Analogue-digital converter
1,112,710	International Standard Electric Corporation	A breakdown detecting arrangement for transmission systems with noise
1,129,388	International Standard Electric Corporation	Building blocks for electrical assemblies
1,130,959	International Standard Electric Corporation	Building blocks for electrical assemblies
1,142,392	International Standard Electric Corporation	Electrical unit assembly sets
1,148,682	International Standard Electric Corporation	Building blocks for electrical assemblies
1,156,590	International Standard Electric Corporation	Electronic time base generator
1,180,140	International Standard Electric Corporation	Automatic signal transmission system
1,202,075	International Standard Electric Corporation	Improved electron multiplier

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller



A batch of large, flameproof, geared motors being made ready for despatch to India at the Aylesbury factory of Electropower Gears Ltd., the Rotork Controls Group company. The vertical-mounting, helical-spur reduction gear units, ranging in size from 10-100 hp, will be used on mixing plant in chemical processing.

Import duty on drained and glace cherries to be reduced

THE full and EFTA rate of duty on drained and glace cherries is to be reduced to 10 per cent from December 2, 1971. Copies of the Import Duties (General) (No. 8) Order 1971 (SI 1971 No. 1891), which gives effect to this change, may be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and branches (price 3p) or by post from HMSO, PO Box 569, London, SE1 (price 5½p).

Background notes

The Order follows an application for reduction to 10 per cent of the current full and EFTA rate of duty of 20 per cent on drained and glace cherries classifiable to tariff heading 20.04(B). Imports from the Commonwealth Preference Area are free of duty.

UK imports of cherries preserved by sugar, classified to tariff heading 20.04(B), were valued at £1,760,000 in 1970 and £1,277,000 in the first nine months of this year. France was the major supplier, accounting for about 90 per cent of total imports.

Imports of plumage

IN August 1969, the withdrawal was announced of the existing annual quota of skins of jungle cock plumage for the manufacture of fishing flies. There have recently been inquiries of the Department of Trade and Industry which indicate that some importers may believe that although skins cannot be imported jungle cock feathers may be, especially if they are incorporated in made up articles such as fishing flies.

Plumage, being feathers or skins or other parts of birds with feathers attached and articles consisting wholly or partly of plumage, may be imported under the Open General Import Licence only if the plumage is obtained from species of birds listed at Annex A or from birds ordinarily used in the United Kingdom as articles of diet and the articles consist wholly or partly of plumage of such birds, and do not include the plumage of any other birds. In such cases importation is authorised under the Open General Import Licence provided a written declaration is given to HM Customs and Excise specifying the descriptions of the birds from which the plumage was obtained. In all other cases importation of plumage (including articles containing feathers) is permitted only under individual licences granted by Import Licensing Branch for certain special purposes. Among these is the manufacture of fly fishing tackle and in this case import licences are issued only for the species and within the quotas listed at Annex B.

Special purposes other than the manufacture of fishing flies for which individual licences may be granted are (1) importation by any natural history or other museums, (2) scientific research, (3) artists' quill pens and artists' and medical brushes. There are no quotas in such cases but importers may make applications to Import Licensing Branch who will consider them on their merits.

A Notice to Importers will be issued shortly.

ANNEX A

African ostrich
Eider duck
Rhea Rothschildi—Order Rheiformes
Common jay (Garrulus Glandarius)—Order Passeriformes
Common magpie (Pica Pica)—Order Passeriformes
Common starling (Sturnus Vulgaris)—Order Passeriformes
Java sparrow (Munia Oryzivora)—Order Passeriformes
West African ring-necked parrakeet (Palaeornis Docilis)—Order Psittaciformes
Chinese bustard (Otis Tarda Dybowskyi)—Order Charadriiformes
Golden pheasant (Crysolophus Pictus)—Order Galliformes
Common cormorant (Phalacrocorax Carbo)—Order Steganopodes
Common shag (Phalacrocorax Aristotelis)—Order Steganopodes

ANNEX B

Species	Annual quota
Blackbird	97,300 wings
Corncrake	3-400 skins
Egyptian goose	500 skins
Tanager	1,000 skins
Peacock	677,300 quills 1,800 wings 23 skins
Indian crow	974 skins
Kingfisher	3,817 skins
Blue macaw	525 tails 276 skins
Scarlet macaw	525 tails 276 skins
Mandarin drake	820 skins

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

Mr. Michael Noble announces improved enforcement of charter flight rules and proposals for new type of charter travel

IMPROVED enforcement of affinity group charter flight regulations together with proposals for a new type of charter travel were announced by Mr. Michael Noble, Minister for Trade, in a written Parliamentary answer on November 24.

He was replying to a question on the action the Minister was taking in view of the increasing disregard of the regulations governing affinity group charter flights.

Mr. Noble replied: 'This country has not been alone in finding it difficult to police these rules by traditional methods. Nonetheless the widespread abuse that has taken place this year cannot be allowed to continue and the Government are determined to bring the situation under control.

'To this end provision has been made in Section 26 of the Civil Aviation Act 1971 for the licensing of air travel organisers, and arrangements for this will be introduced as soon as possible after the Civil Aviation Authority comes into operation next spring.

'A major obstacle to effective control is the fact that the class of air service licence, known as an E licence, under which affinity groups are usually carried is of a general character and does not provide for the prior scrutiny of the groups. The Air Transport Licensing Board have now decided to add a condition to these licences to be issued for 1972 under which the airlines will be required to submit, three months in advance, particulars of all the groups they propose to carry between points more than 2,250 miles apart. The Air Transport Licensing Board will then ask the airlines to apply for specific licences in respect of any groups about whose qualification the Board are in doubt so that any such case may be fully examined. The carriage of such a group under an E licence would be regarded by the Board as grounds for considering revocation of that licence.

'My Department will assist the Air Transport Licensing Board in the scrutiny of groups. I am also increasing the number of investigating officers available to conduct spot checks. An airline which breaches the rules will risk prosecution as well as the loss of its E licence.

'In parallel with these measures I have been reviewing the regulations to see whether a new type of charter travel might be introduced, that could be made available to the public at large without those features of the affinity group rules which are objectionable in themselves or have been difficult to enforce. One possibility might be to adopt for charter flights the advance booking concept which has already been made familiar by BOAC's "Early Bird" fares. On this basis anybody would be able to obtain low cost flights who booked a certain period in advance, without needing to join a group of any kind.

'These proposals and other ideas are still under discussion with other countries and it will not be possible to give precise details until our talks have been completed; I cannot say whether we shall be able to introduce new arrangements during 1972, although I should like to. I hope however to make a further statement in the New Year.'

Ministerial flights in Concorde

ANSWERING a Parliamentary Question on November 26, Mr. John Davies, Secretary of State for Trade and Industry, announced that he, together with Lord Carrington, Secretary of State for Defence, will fly in Concorde 002 from RAF Fairford during a test flight on the morning of Friday, December 10. He also announced that Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, together with Mr. Maurice Macmillan, Chief Secretary, HM Treasury, would take part in a similar flight on the morning of Tuesday, November 30. It was expected that part of each flight would be at twice the speed of sound.

Other passengers on Mr. Price's flight on November 30 would be Mr. Philip Holland MP, Parliamentary Private Secretary to Mr. Frederick Corfield (Minister for Aerospace), Mr. Cranley Onslow MP, chairman of the Conservative Parliamentary Aviation Committee, Mr. William Rodgers MP, member of the Labour Parliamentary Aviation Committee, and Mr. David Steel MP, of the Liberal Party.

Appeal against air service licence dismissed

THE Department of Trade and Industry have dismissed an appeal by the British European Airways Corporation against the tariff levels prescribed by the Air Transport Licensing Board in granting a licence to Monarch Airlines Limited to operate inclusive tours to Cyprus.

The decision of the Department of Trade and Industry accords with the recommendation of Mr. D. F. Allen, CB, FBA, the Commissioner appointed to hear this appeal.

Copies of the Commissioner's Report to the Department of Trade and Industry and of the Secretary of State's Order are available from: Civil Aviation 1, Room 282, Shell Mex House, Strand, London, WC2.

PATENT OFFICE PUBLICATIONS FOR INDUSTRY

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2

TRANSPORT-DEFENCE-FINANCE

Look it up in JANE'S

JANE'S ALL THE WORLD'S AIRCRAFT 1971-72

Edited by John W. R. Taylor, FRHistS, AFRAeS FSLAET

Standardised descriptions, specifications and performance of every aircraft in production anywhere in the world. Useful for all government authorities; those concerned with defence; aircraft manufacturers and associated manufacturers of component parts; airlines; airports; aviation enthusiasts.

774 pp. 1,800 photographs and 3-view drawings £12.50

JANE'S WORLD RAILWAYS 1971-72

Edited by Henry Sampson

Operations, equipment and development of the world's surface and underground railways systems; major equipment manufacturers, new projects and developments in guided transport. Useful for all those interested in surface and underground rail transport; manufacturers; traffic transport consultants; engineers; students.

600 pp. approx. 1,000 illustrations approx. £12.50

JANE'S FREIGHT CONTAINERS 1971-72

Edited by Patrick Finlay, MCIT, AIInfSc.

Comprehensive survey of world-wide container operations. Useful for all those concerned with freight transport; manufacturers; port authorities.

640 pp. approx. 1,000 photographs, plans and maps £12.50

JANE'S MAJOR COMPANIES OF EUROPE 1972

Edited by Lionel Gray and Jonathan Love

Provides detailed information on 1,000 leading commercial, financial and industrial undertakings in 14 countries, including: address, activity, directorate, management, capital structure and record of changes, financial calendar, subsidiaries and investments, major shareholders, results, balance sheets and record of performance. Also includes a glossary of financial terms in 10 languages. This year's entries have been both expanded and streamlined to give the greatest possible information in the most compact form.

1,500 pp. approx. £15.00

JANE'S FIGHTING SHIPS 1971-72

Edited by Raymond V. B. Blackman, MBE, CEng, MIMarE, MRINA

Describes every vessel known to be in Naval service at time of going to press—including navy-owned or specially chartered merchant vessels whether manned by naval or merchant crews. Useful for all naval officers, defence strategists and marine engineers.

730 pp. 3,000 illustrations £12.50

JANE'S SURFACE SKIMMERS 1971-72

Edited by Roy McLeavy

The only world survey of the hydrofoil and hovercraft world. Useful for all people concerned with hovercraft and hydrofoil, particularly in the world of transport and defence.

330 pp. 600 illustrations £7.50

JANE'S WEAPON SYSTEMS 1971-72

Edited by Ronald Pretty and Denis Archer

Detailed annual survey of the composition, function and status of the weapon systems, weapons and associated vehicles and equipment used by and planned for the Armed Forces of the world. Useful for all members of the Armed Forces, defence ministers, research establishments, embassies, procurement agencies, defence industry and supporting industries.

650 pp. over 900 photographs and other illustrations £12.50

JANE'S WORLD MINING

Who Owns Whom
The World Companion to Mining Investment
Edited by Peter Angeloni

More than 2 300 companies listed with details of holdings in other companies; holders of equity interest; major and minor investments; joint ventures; parent company; subsidiaries, management control, associate companies. Useful for investors, investment trusts, merchant bankers, stock brokers.

400 pp. £5.00

Order through your usual supplier or from JANE'S YEARBOOKS, Dept. T1, 8 Shepherdess Walk, London, N.1, England. (Tel.: 01-251-0787.)

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and industry

MONDAY, NOVEMBER 22

United States import surcharge

A question was asked on the trading effects on the United Kingdom arising from the 10 per cent import charge imposed on all foreign imports into the United States of America. Mr. Michael Noble, Minister for Trade, replied: 'I have arranged for the effects of the surcharge to be discussed with a large number of firms and for a number of trade associations to let me have their assessments. The statistics of our exports to the United States are also being kept under close review, but distorting factors such as the US dock strikes will make it impossible to draw reliable conclusions for some time.'

Directors of Rolls-Royce (1971) Ltd.

Mr. Frederick Corfield, Minister for Aerospace, was asked according to what criteria the directors of Rolls-Royce (1971) Limited were appointed. He replied that they were chosen on the basis of their ability to contribute to the successful management of the company.

Magnesite

Questions were put on the quantity of magnesite imported into the United Kingdom; comparative figures for the period 1967 to 1971, an estimate for 1972, how much magnesite was produced by British firms, how much was exported and how much provided for the home market. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said: 'The full figures of imports, which I will, with permission, circulate in the Official Report, show that imports in 1969-71 were substantially higher than in 1967-68; I prefer not to venture an estimate for 1972. Production and consumption figures for magnesite and non-pharmaceutical magnesium oxide are not available. Exports were not separately distinguished in the trade statistics prior to 1970, in which year they were 34,000 tons; in January-September 1971 exports were about 19,000 tons.'

Following is the information:

United Kingdom imports

	Magnesite tons	Non-pharmaceutical magnesium oxide tons
Jan-Sept 1971	97,241	22,333
Jan-Sept 1970	89,762	22,358
1970	117,087	23,045
1969	122,201	*
1968	76,144	*
1967	61,067	*

* not separately distinguished.

EEC regulations

A Member who asked Mr. Noble if he would arrange to issue to all Members of Parliament a subject index to secondary legislation of the European Communities' regulations and other legislative instruments other than those covering agriculture, fisheries and food; and whether he would ensure that these covered the period up to and including October 1971, was told: 'I have already had placed in the Library a copy of an index to the secondary legislation available in the Department's Library. This index is not however definitive. A complete index to secondary legislation of the Communities in force on November 10, 1971, and which will still be operative at the time of Accession, will be published in connection with the legislation to be introduced into Parliament.'

North Sea gas

Answering a question on the total revenue expected by the Exchequer including royalties, site rentals and profits tax per million tons of crude oil extracted from the North Sea, Mr. Ridley said 'I am not able to say because it is not possible at this stage to estimate the wellhead value of the oil (on which royalty is charged at 12½ per cent) and there are many unknown factors which prevent a forecast of taxable profits. Any rental relating to the area of production would, under the licence conditions, be deductible from the amount of royalty payable.'

Replying to a further question; on the total revenue received to date from the sale of mineral exploration rights in the Scottish sector of the North Sea; and the future expectations from revenue from this source, Mr. Ridley said that £38.7 million had been received since 1964 by way of considerations for the grant of offshore licences. Further revenue would be due in the future, but it was not possible to predict its level at the present time.

Mr. Ridley was also asked the total value, on a yearly basis, of royalties paid to the Exchequer on North Sea supplies of natural gas. Referring to the Accounts (which refer to the whole of the UK continental shelf) 1968-69 and 1969-70 (House of Commons Papers Nos. 61 of 1968-69, 129 of 1969-70 and 265 of 1970-71), he said the amounts were as follows:

	£
1967-68	365,952
1968-69	1,261,605
1969-70	1,470,295

The accounts for 1970-71 are expected to be available shortly.

Dollar Land Company

A Member asked whether the Secretary of State would give a full and detailed report of the times and dates when his department received reports concerning the breaking of the law by the Dollar Land Holdings Company Ltd.; what requests he received and from whom for action to be taken against this company under the Companies Act 1948; and what action he took in each instance.' Mr. Ridley answered: 'It would involve unjustifiable expenditure to examine all the Department's records and to seek to identify individual representations, as distinct from repetitions of earlier requests; nor would it be desirable to give details of complaints without the consent of the individuals concerned. The honorary Member will be aware that the Parliamentary Commissioner for Administration is considering a complaint against the Department.'

The patent system

A question was asked on the Government's views on the report of the Banks Committee on the British Patent System. Mr. Ridley replied: 'The Government has now had the opportunity to consider the recommendations in this Report and the observations made on them. The Report is generally welcomed but it is proposed to give further consideration to some aspects of the recommendations, notably those relating to payment for the Crown use of inventions, the publication of abridgments and the settlement of disputes and appeals. Subject to this, the Government considers that the principal recommendations provide a satisfactory basis for further legislation when the Parliamentary time-table permits.'

Industrial development

Questions were answered on industrial development in Neath, Chester-le-Street, Birtley, Widnes, Sunderland, and Bridgend.

TUESDAY, NOVEMBER 23

Mineral rights in West Dorset

In reply to a question on what mineral rights in West Dorset had been sold by the Secretary of State to Berkeley Petroleum (Canada) Ltd.; and what undertaking he had given to them to grant, where necessary, powers of compulsory entry on to private property, Mr. Ridley said that a licence had been granted to search and bore for and get petroleum in an area of 461 square kilometers. He continued: ' I have no powers in connection with compulsory right of entry on to private property which, under the relevant legislation, may be granted only by the High Court.'

Industrial expansion

Asked to make a statement on the Government's policies for industrial expansion, Mr. Ridley said 'Our objective is sustained economic growth. We shall do whatever is necessary to achieve it.'

Industrial development

Questions were answered on industrial development in Newport, Pontypridd and Llantrisant.

WEDNESDAY, NOVEMBER 24

Unemployment in Newark

Stating that in the Newark constituency Messrs. Ransome Hoffman and Pollard, ball bearing manufacturers, had sacked over 300 employees, that Messrs. Worthington Simpson had several hundred employees on short time and that Messrs. W. and J. B. Eastwood's poultry packing station had sacked 60 workers; a Member asked what action was proposed to ensure full employment in the area. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'I am well aware that the loss of these jobs and the short term working are serious matters for Newark. The Government have taken an unprecedented series of measures to expand the economy, and as these take effect I would expect Newark to share in the greater employment that should follow.'

THURSDAY, NOVEMBER 25

North Sea oil contracts

A Member asked if steps would be taken to ensure that Her Majesty's Government contracts in connection with North Sea oil in Scottish areas were drafted in accordance with Scots law.

'I am not aware of any such contracts' Mr. Ridley replied. 'If the hon Member has in mind licences issued by this Department under Petroleum Production legislation, then those licences which relate to blocks located within the Scottish area of the UK Continental Shelf are drafted in accordance with Scots law.'

FRIDAY, NOVEMBER 26

Investment grants

A question was asked on arrangements for payment of claims for investment grant in respect of expenditure incurred by industry since March 31, 1971. Mr. Grant replied that, in implementation of the Government's decision to accelerate payment of grant, claims for expenditure incurred April to September 1971 would be accepted by Investment Grant Offices as from January 1, 1972. Claims for this period, after they had been dealt with in the appropriate office, would also be payable as from that same date.

Imports of raw materials

A Member asked Mr. Grant the percentage increase in imports of raw materials in October 1971 compared with October 1970; and the percentage increase of manufactured imports in the same months. Mr. Grant answered: 'Raw materials (Sections 2 and 4 of the Overseas Trade Statistics), minus 20 per cent; manufactured goods (Sections 5 to 8), plus 9 per cent.'

Aviation and shipping

MONDAY, NOVEMBER 22

Chairman of BAA

Asked according to what criteria the part-time chairman of the British Airports Authority was appointed, Mr. Noble said: 'The person appointed to this, as to other posts in the public sector, must have the right qualifications and personality. Wide general experience of industry and management are important factors.'

Property damage by aircraft

Lord Drumalbyn, Minister without Portfolio, was asked what remedies in law exist against damage to property from vibration caused by aircraft. He replied: Section 40(2) of the Civil Aviation Act 1949 provides that where material loss or damage is caused to any person or property on land or water by a civil aircraft, damages shall be recoverable without proof of negligence from the owner of the aircraft. No remedies exist in law against any military aircraft flying by virtue of the Royal Prerogative for the purpose of the defence of the realm or of training or of maintaining the efficiency of any of the armed forces of the Crown. The Claims Commission of the Ministry of Defence will, however, pay compensation on an *ex gratia* basis if satisfied that the damage has been caused by a military aircraft.'

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

WEDNESDAY, NOVEMBER 24

Ban on night take-offs

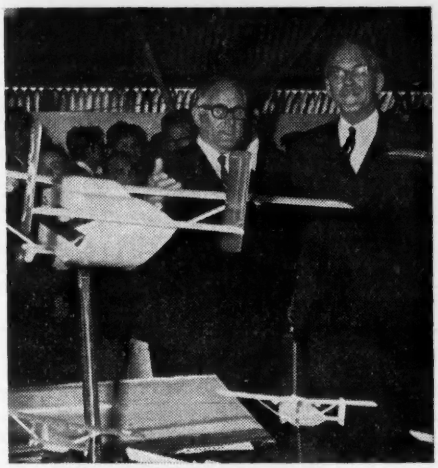
Mr. Noble was asked to give an assurance that the ban on night time take-offs from Heathrow Airport was not part of a general policy designed ultimately to transfer the noise nuisance to Essex and Kent by concentrating night flights at the proposed Foulness Airport.

He replied:' The ban on summer jet take-offs at night from Heathrow is intended to give immediate relief to an area where the noise problem is at its worst. Foulness is unlikely to be operational before 1980 and the regime for night flying there can be determined nearer this date.'

THURSDAY, NOVEMBER 25

Search and rescue operations at sea

Mr. Grant was asked what action was proposed to implement the recommendation of the report of the Committee to Review the Marine Search and Rescue Organisation of the United Kingdom that the Government should examine the possibility of making civil funds available for the operation of search and rescue helicopters where there was inadequate coverage by military aircraft. He answered that a civil helicopter for marine search and rescue purposes had already been provided for a trial period at Manston in Kent. Arrangements had also recently been made for the use of BEA helicopters based at Aberdeen for long range search and rescue work in the North Sea. He was considering whether any further measures would be necessary in the south west of England when the RAF detachment moved from Chivenor in Devon.

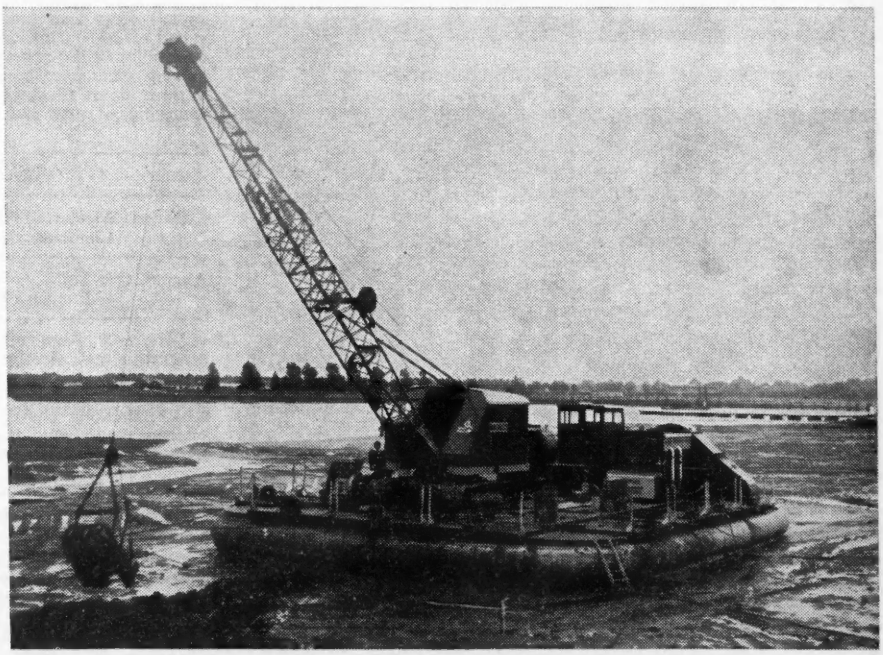


Mr. Frederick Corfield, Minister for Aerospace, listens to an explanation of the Skyliner given by Mr. Herbert Edgar of Shorts at the Nagoya Aerospace Show recently (*see* Trade and Industry, *November 18, page 390*).

FRIDAY, NOVEMBER 26

Reserve electric supply for aircraft

Mr. Noble was asked to introduce legislation to compel aircraft to be fitted with an independent reserve electric supply. He said, 'The British Civil Airworthiness Requirements already require that where electrical services are necessary for maintaining controlled flight and/or effecting a safe landing, such duplicate or emergency electricity supplies as will ensure the continued operation of these services in the event of any failure of any section of the electricity supply system shall be provided.'



The new heavy duty amphibious hover platform developed by Mackley-Ace Ltd., Southampton, has completed successful proving trials carried out in conjunction with a land reclamation contract in Portsmouth harbour. The trials followed the equally successful tests and demonstrations held at Gosport earlier this year. Mackley-Ace state that, operating on the Solent backwaters, the hover platform moved effortlessly over mud, marsh and sandbanks during its dredging operations. It has been designed for carrying dredging, excavating, piling and drilling equipment and is based on the Uniflote modular pontoon system made by the Acrow Group and the loop/segment skirt system which Air Cushion Equipment Ltd. of Southampton are applying to the movement of heavy and awkward loads throughout the world.

Government surplus sales

DEPARTMENT OF THE ENVIRONMENT

December 7, 1971

Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 10 Lloyds Avenue, Fenchurch Street, London EC3N 3BJ. (Tel. 01-709 1001)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.
Catalogues: price 5p direct from auctioneer.
View days: day preceding and morning of sale.

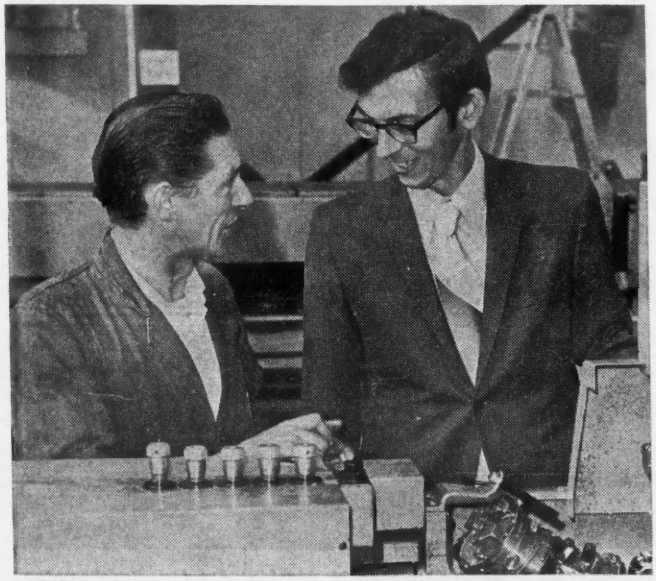
MINISTRY OF DEFENCE

December 7, 1971 Miscellaneous Stores

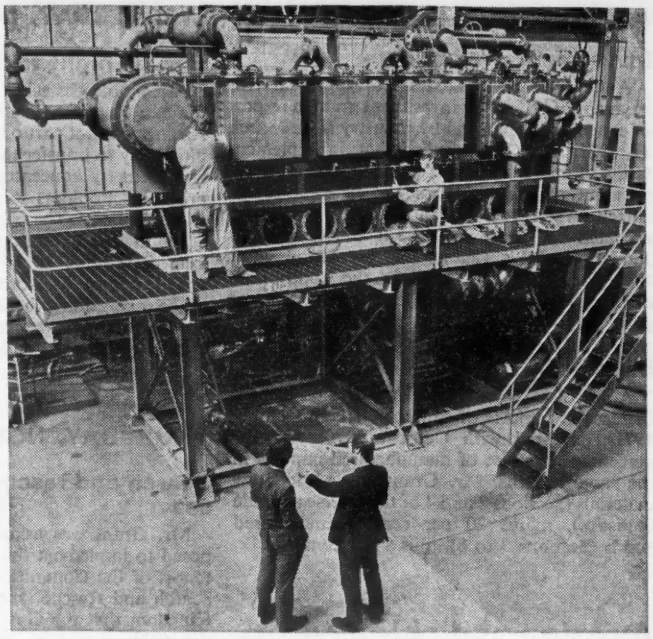
Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL. (Tel: 08692 2073)

Heavy engineering equipment including: compressors; agricultural tractors; dumpers; cranes; loading shovels; concrete mixers; vehicle spares; ratchet and screw jacks; tyres, machine tools; portable field ovens; various paints; delivery and suction hose; welding sets; furniture; miscellaneous kitchen equipment; clothing including, drill shorts; green bush jackets; white shirts; vests; denim overalls; blue greatcoats and battledress; haversacks; mixed rags; plastic sheets 160 ft. × 90 ft.; webbing, etc.; large quantities of other general stores.



Mr. Jim Schafer, general manager of the Hydraulic Hose and Fitting Division of the Sundstrand Corporation of Rockford, Illinois, pictured in the Hi-Flex International factory in Salisbury. Following the signing of a licensing agreement between the two companies whereby Hi-Flex hoses will be sold under licence in the States, Mr. Schafer spent several days at Hi-Flex familiarising himself with the techniques of controlling a hydraulic hose assembly business operation. He later went to a Hi-Flex operation in Copenhagen, Denmark.



A £65,000 distillation unit nearing completion at the Hull works of a Pegler-Hattersley Group company, George Clark and Sons (Hull) Ltd. The unit will go to Cyprus. When installed at Moni Power Station, it will produce high-purity fresh water from the sea at the rate of 18,000 lb per hour.

December 14-15 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent, Staffs. (Tel: 0283 64657)

27½ KVA generators; fork-lift trucks; mild steel and fibre glass fuel tanks; scrap lead batteries; foot and hand air pumps; vehicle spares; tyres; turbo generators; wooden boxes; machine tools including, pedestal and pillar drills; capstan and centre lathes; hydraulic press; guillotines; sawing machines; bending and rolling machines, etc.; scrap textiles; various items of surplus clothing; various cloths; furniture and large quantities of other general stores.

January 6, 1972 Miscellaneous Stores

Location: Memorial Hall (Entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London EC3N 3BJ. (Tel: 01-709 0101

3-ton and 10-ton rollers; 30 ft. × 9 ft. steel welded fuel tanks; 5 KVA generating sets; electrical equipment including, oscillators; oscillographs; power units; electric motors; voltmeters; test sets; signal generators, etc.; tyres; machine tools; vehicles spares; many items of furniture including, tables; dressing chests; various types of chairs; cabinets; cupboards; kitchen equipment; boots, shirts; jerseys, skirts; battle trousers and blouses and many items of other general stores.

January 12-13 Miscellaneous Stores

Location: Regional Depot, RAOC, Hereford

Auctioneers: Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel: 0432 4366)

2-ton trucks; electronic valves; electronic and electrical spares; large quantities of spares for concrete mixers, refrigerators, heavy duty vehicles; clothing; textiles; furniture; charging sets; and numerous other miscellaneous stores; machine tools including, lathes; grinding and milling machines; electric drills; electric sanders; portable electric saws, etc.

Catalogues of the above sales are obtainable from the relevant auctioneers about two weeks prior to and up to date of sale. The price of catalogues for the sales to be held on December 7 and December 14-15, 1971 is 5p (postal order only). The price of catalogues for sales to be held on January 6 and January 12-13, 1972 IS INCREASED TO 10p (postal order only).

We're looking for the most remarkable young man in Britain's export industry.

The National Westminster Bank has set itself a difficult task. To find the young man who made the most impressive contribution to Britain's export effort in 1971.

The scheme is not restricted to customers of National Westminster Bank and is open to all exporters under the age of 36 as at 31st December 1971.

Prizes will be awarded in two categories:

Category 'A'

An export achievement by an individual.

First Prize—£1,000
Second Prize—£500

Category 'B'

An export achievement by the leader of a group effort.

First Prize—£1,000
Second Prize—£500

In addition, ten awards, each of a Certificate of Merit and £50, will be made to runners-up.

The main criteria for awards are:

A breakthrough in a particularly difficult export market.
The capture of a new export market.
Achievement in the normal export market within which the industry operates.
Export achievement which incorporates a new and/or developed technological advancement.
A significant contribution to invisible exports.

An independent adjudicating panel will comprise senior representatives of:

The British Export Houses Association
The Institute of Export
The Confederation of British Industry
British Junior Chamber of Commerce
National Westminster Bank Limited

National Westminster Bank Limited Young Exporter Award for 1971.

I wish to enter the above scheme. Please send me the full prospectus and an application form.

Name..... Position held.....

Name and address of organisation .....

.....

The latest date for the return of this completed entry form is Monday, 31st January 1972. No entries will be accepted after this date.
Please return to: **Communications Department, National Westminster Bank Limited, P.O. Box No. 34, 22 Old Broad Street, London EC2N 1DU.**

TI

National Westminster Bank

Simply there to help

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6-M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Sept. 16, 1971
UK balance of payments (Q)	Sept. 16, 1971
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Oct. 14, 1971
Catering trades turnover (M)	This week
Chemicals industry (Q)	Nov. 25, 1971
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Nov. 25, 1971
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	Oct. 21, 1971
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Nov. 11, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	Sept. 30, 1971
Electronics capital equipment deliveries, research and development (Q)	Nov. 4, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Nov. 25, 1971
Film industry:	
British Film Fund Agency returns (M)	Nov. 18, 1971
Cinema admissions and takings (M)	Oct. 14, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6-M)	July 15, 1971
Household consumption (Q)	Oct. 14, 1971
Footwear industry production, orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	This week
Industrial countries trade and production (Q)	Nov. 11, 1971
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Nov. 18, 1971
Value of overseas trade (M)	Nov. 18, 1971
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	Nov. 18, 1971
Hire purchase business (M)	Nov. 11, 1971
Industrial building approved (Q)	Nov. 4, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Nov. 18, 1971
N. Ireland index (M)	This week
Wales index (Q)	Sept. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Oct. 14, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	Nov. 18, 1971
Machine tools deliveries and orders (Q)	Sept. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	Nov. 4, 1971
Volume of production (M)	Nov. 4, 1971
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	Nov. 18, 1971
Office development permits (Q)	Sept. 2, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Nov. 25, 1971
Retail trades:	
Index nos. (M)	Nov. 11, 1971
N. Ireland index (M)	Nov. 11, 1971
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Nov. 18, 1971
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	Oct. 14, 1971
Retail (M)	Nov. 18, 1971
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Clothing and textile orders and deliveries (M)	Nov. 25, 1971
Cotton production (M)	Nov. 4, 1971
Hosiery production (M)	Nov. 25, 1971
Wholesale houses sales (M)	Nov. 18, 1971
Wool exports (Q)	Sept. 9, 1971
Wool output (M)	Nov. 4, 1971
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Nov. 11, 1971
UK official reserves (M)	Nov. 11, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Nov. 18, 1971

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct. 7, 1971
Business Monitor titles	This week
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Oct. 21, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Sept. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Oct. 21, 1971
Release dates of economic statistics	Nov. 25, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
Ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	120	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	147	148	114	148	84	70	2	–62
2nd qtr	121	126.3	169	170	119	104.3	142	142	163	122	142	–67	–116	13	38
3rd qtr		126.4p				105.4									
Mar		122.8				103.0									
Apr		125.4				104.7									
May		126.0				104.9									
June		127.5				103.4									
Jul		126.0 p				105.0									
Aug		126.1 p				106.1									
Sept		127.1 p				105.2									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16,1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112.1	*4.8*	105.4	106.8	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	574	186	24,135	181	184	579
1969 3rd qtr	115	132.0	*5.0*	121.4	120.3	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	180	206
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	69
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	191
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	79
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	725	131		199	212	237
3rd qtr	120 p	155.3	*10.1*	133.9 p	139.2 p	248.5	802	121		198 p	218 p	
Apr	117	152.2	*9.4*	132.9	136.3	239.3	704	129		200	213	
May	117	153.2	*9.8*	133.0	137.3	242.8	731	130		193	206	
Jun	116	154.3	*10.3*	133.5	138.0	245.1	740	133		203	218	
Jul	118 p	155.2	*10.1*	135.3	139.0	247.1	788	122		198 p	214 p	
Aug	118 p	155.3	*10.3*	133.8	139.3	248.6	799	123		192 p	216 p	
Sept	120 p	155.5	*9.9*	132.5 p	139.4 p	249.7	819	118		203 p	224 p	
Oct		156.4	*9.4*	132.1 p	139.6 p	250.4 p	833	116		202 p	216 p	
Nov							855 p	117 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording
(§§) This now includes food industries.

Vehicle production in October

In the four weeks ended October 30, 1971, the average rate of recorded production of cars was 37,650 a week, 8 per cent higher than in the corresponding period last year. For commercial vehicles, the average rate of recorded production was 9,450 a week, 16 per cent lower than the relatively high level in October 1970.

Losses of production on account of industrial disputes were again significant, and probably higher in October 1971, than in October 1970; they were also probably higher than in September 1971.

In the 43 weeks to October 30, 1971, the average weekly rate of car production was 32,950, 7 per cent higher than in the corresponding period of 1970. Production for the home market rose by 10 per cent and for export by 3 per cent. For commercial vehicles, the average weekly rate of production in the first 43 weeks of 1971, was 8,800, 3 per cent higher than in the corresponding period last year. Production for the home market was 1 per cent higher, and production for export 5 per cent higher.

On a seasonally adjusted basis, total car production in the three months August to October was 15 per cent higher (19 per cent higher for the home market, and 8 per cent higher for export), than in the previous three months, May to July; total commercial vehicle production was 2 per cent lower (4 per cent lower for the home market and 2 per cent higher for export).

Tables

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

MONTHLY AVERAGES — Thousands

		Passenger cars			Commercial vehicles		
		For home market	For export	Total	For home market	For export	Total
1965		89	54	144	23.4	14.5	37.9
1966		82	52	134	21.7	14.8	36.6
1967		82	47	129	20.5	11.6	32.1
1968		84	67	151	21.6	12.5	34.1
1969		74	69	143	22.7	16.1	38.8
1970		77	60	137	22.3	15.8	38.1
1971							
1970	1st quarter	76	62	138	21.9	14.6	36.5
	2nd quarter	78	60	138	23.9	16.4	40.3
	3rd quarter	65	50	115	17.7	13.3	31.0
	4th quarter	87	69	156	25.6	19.0	44.6
1971	1st quarter	72	63	135	19.3	15.1	34.4
	2nd quarter	80	62	142	24.3	17.3	41.6
	3rd quarter	88	58	146	22.5	17,0	39.5
	4th quarter						
1970	July	64	55	119	18.2	14.3	32.5
	August	80	53	133	21.0	15.2	36.2
	September	51	42	93	14.0	10.4	24.4
	October	80	69	149	26.5	19.7	46.2
	November	94	70	164	26.9	19.4	46.3
	December	87	67	154	23.5	17.9	41.4
1971	January	90	72	162	24.3	19.8	44.1
	February	70	63	133	18.3	13.5	31.8
	March	58	52	110	15.2	12.1	27.3
	April	75	65	140	23.0	17.7	40.7
	May	85	63	148	26.0	18.0	44.0
	June	79	58	137	23.8	16.4	40.2
	July	77	49	126	22.5	15.3	37.8
	August	97	67	164	23.5	20.5	44.0
	September	91	57	148	21.6	15.3	36.9
	October	99	60	159	24.0	14.8	38.8
	November						
	December						
Average of:							
May-July		80	57	137	24.1	16.5	40.6
Aug.-October 1971		96	61	157	23.0	16.9	39.9
Percentage change		+19	+8	+15	−4	+2	−2

TABLE 1. RECORDED PRODUCTION

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52								
1970 1st quarter	13	237,413	199,099	436,512	33,578	68,798	46,453	115,251	8,865
2nd quarter	13	263,064	207,100	470,164	36,166	78,431	53,984	132,415	10,186
3rd quarter	13	157,149	120,024	277,173	21,321	43,486	31,434	74,920	5,763
4th quarter	13	260,483	196,634	457,117	35,163	76,692	58,254	134,946	10,380
1971 1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
3rd quarter	13	220,983	142,875	363,858	27,989	56,619	40,439	97,058	7,466
4th quarter	13								
1970 July	4	42,953	37,874	80,827	20,207	12,055	10,229	22,284	5,571
August	4	57,227	38,825	96,052	24,013	15,280	9,942	25,222	6,306
September	5	56,969	43,325	100,294	20,059	16,151	11,263	27,414	5,483
October	4	79,658	60,268	139,926	34,982	25,885	19,213	45,098	11,274
November	4	89,489	65,517	155,006	38,751	25,679	19,549	45,228	11,307
December	5	91,336	70,849	162,185	32,437	25,128	19,492	44,620	8,924
1971 January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
October	4	98,468	52,145	150,613	37,653	23,381	14,462	37,843	9 461
November	4								
December	5								

EFTA trade in the first nine months of 1971

TOTAL EFTA exports amounted to US $34,708 million in the first nine months of 1971, a rise of 11.2 per cent compared with the first nine months of 1970. Total imports, at US $40,323.3 million, were 8.4 per cent higher than in the previous year. All EFTA countries, except Finland, recorded increases in exports and only Swedish imports fell. The United Kingdom reported the largest increase in exports—14.6 per cent*—closely followed by Portugal (13.5 per cent), while Iceland with 45.3 per cent, recorded by far the largest percentage increase in imports.

The development of EFTA's total trade during the first nine months of 1971 can best be seen by comparing the average of three months' trading figures, seasonally adjusted, at the beginning and the end of the period. The figures for the averages of the three months to December 1970 and the three months to September 1971 show compound monthly growth rates of 0.6 per cent for exports and 0.1 per cent for imports, much lower rates of expansion than in recent years.

Intra-EFTA trade

Trade between the EFTA countries in the first nine months of 1971 amounted to US $9,647.3 million, an increase of 11.6 per cent over the previous year. This rate of increase is slightly higher than that of total EFTA exports, but lower than that of exports to the USA and to the rest of the world. Switzerland, Sweden and Austria increased their exports to the other EFTA countries by 16.3, 15.3 and 14.8 per cent respectively, only Iceland showing a fall in exports to the rest of EFTA. Iceland was also relatively, the fastest growing market for EFTA exports. Comparison of the three months' moving averages ending December 1970 and September 1971 shows a compound monthly growth rate in intra-EFTA exports of only slightly over 0.1 per cent.

EFTA-EEC trade

At US $8,858.4 million, EFTA exports to the EEC were 7.1 per cent higher than in the first nine months of 1970, despite lower exports by Finland, Iceland and Norway. EFTA imports from the EEC, at US $12,872.6 million, rose by 9.4 per cent, although Danish and Swedish imports fell. The three months' moving averages of seasonally adjusted data show that, during the first nine months of 1971, exports to the EEC have been growing at a compound monthly rate of 0.37 per cent, while imports have increased by 0.6 per cent per month.

EFTA trade with the USA

EFTA exports to the USA in the first nine months of 1971 amounted to US $3,386.6 million. This was an increase of 20 per cent following two years of stagnation, a rise of 3.2 per cent in 1970 and 1.4 per cent in 1969. It seems probable that exports this year increased abnormally in anticipation of an East-coast dock strike. EFTA imports from the USA, however, at US $3,643.4 million were only 0.2 per cent higher than the previous year, mainly due to a fall of 2.4 per cent in United Kingdom imports, since the UK accounts for 55.7 per cent of EFTA imports from the USA. Comparison of the three months' seasonally adjusted averages ending December 1970 and September 1971 shows a monthly compound growth rate of exports of 2.5 per cent and a fall in imports of 1 per cent.

EFTA trade with rest of the world

EFTA exports to and imports from the rest of the world totalled US $12,815.7 million and US $13,770.3 million respectively in the first nine months of 1971, showing increases over the previous year of 11.7 per cent and 8.9 per cent, while Iceland and Norway both recorded increases in imports of over 30 per cent.

Overseas Trade Statistics 1972

A REVISED edition of the Guide to the Classification for Overseas Trade Statistics will be published in January 1972, for the guidance of users of the statistics, and may be obtained direct from HM Stationery Office, or through any bookseller (price £1.90). This publication will show in the order of the Standard International Trade Classification (Revised) the 1972 trade descriptions and code numbers under which goods imported in to or exported from the United Kingdom or the Channel Islands will be classified for the purpose of the overseas trade statistics, but it will not include other information necessary for the preparation of import or export documents. All information about statistical requirements for import and export documents is contained in HM Customs and Excise Tariff and Overseas Trade Classification and Customs Notice No. 275.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:

Tape recorders for July

Radios, television sets and sound reproducing apparatus for August.

Quarterly at 37½p a year post free:

Toilet preparations for third quarter.

A complete list of titles of Business Monitors is published on page 474.

* It should be noted that the UK figures for the first nine months of 1970 were affected to a certain extent by the UK dock strike.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 26, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Please Sir!	BR/E 35811/27/11/76	101	November 24	Rank Film Distributors Ltd.	Leslie Grade Ltd. and London Weekend International Ltd.
Movietone News 2216	BR/E 35601/27/11/76	8	November 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2216A	BR/E 35602/27/11/76	8	November 26	Twentieth Century-Fox Film. Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Conformist	F 35805	107	November 23	Curzon Film Distributors Ltd.	Gulfs' Western International N.V. Amsterdam
Due Deux Poissons Grilles	F 35806	12	November 23	Curzon Film Distributors Ltd.	Yoji Kuri, Kuri Jikken Manga Kobo, Tokyo
The Marriage of a Young Stockbroker	F 35807	95	November 23	Twentieth Century-Fox Film Co. Ltd.	Lawrence Turman Productions
Five Savage Men	F 35808	86	November 23	MGM—EMI Distributors Ltd.	Production Associates—The Animals
Shaft	F 35809	100	November 23	MGM—EMI Distributors Ltd.	Shaft Production Ltd.
The Shoes of The Fisherman	F 35810	155	November 23	MGM—EMI Distributors Ltd.	George Englund Enterprises Inc.
The Red Baron	F 35812	97	November 24	United Artists Corporation Ltd.	Corman Company Ltd.
Doc	F 35813	95	November 24	United Artists Corporation Ltd.	Frank Perry Film Inc.
The Cop	F 35814	97	November 24	Gala Film Distributors Ltd.	Stephan Films, Paris
I Am A Nymphomaniac	F 35815	91	November 24	Border Film Productions (London) Ltd.	Les Films Du Griffon, Paris
Sex Explosion	F 35816	91	November 24	Border Film Productions (London) Ltd.	Kangourou Films, Paris

Amendment to the Register:

The playing time of the film 'Bush Christmas' (BR/E 10384) registered on June 10, 1947 has been amended to 62 minutes, and the name of renter distributing the film in Great Britain to Children's Film Foundation Ltd.

Business Monitors.

The simplest way to get the facts about your industry.

Business Monitors contain the latest statistics about specific industries.

With their help you can keep your fingers right on the pulse of the industry or industries with which your business is concerned.

Business Monitors are available by annual subscription only. To order the titles you want, simply tick the appropriate boxes below. If you want extra copies indicate how many you want.

Then post the order form with your name and address to: HMSO, PO Box 569, London SE1, quoting your HMSO account number if you have one.

Send no money. We'll invoice you later.

Order form

M=Monthly. Q=Quarterly. A=Annually.

Production Series.

Latest output figures, often with details of individual products, data on exports, consumption of raw materials, stocks and prices.
Monthly Monitors cost £1 p.a.
Quarterly Monitors cost 37½p p.a.

☐ Complete sets cost £25 p.a.

Chemicals, etc.
- ☐ P19 Colours (Q)
- ☐ P66 Organic chemicals (Q)
- ☐ P18 Paint (Q)
- ☐ P58 Pesticides and allied products (Q)
- ☐ P22 Polishes (Q)
- ☐ P20 Soap and synthetic detergents (Q)
- ☐ P21 Synthetic resins and plastics materials (Q)
- ☐ P11 Toilet preparations (Q)

Clothing and footwear
- ☐ P60 Clothing (sales indices) (M)
- ☐ P94 Corsets and miscellaneous dress industries (Q)
- ☐ P17 Footwear (Q)
- ☐ P16 Gloves (Q)
- ☐ P90 Men's and boys' tailored outerwear (Q)
- ☐ P92 Overalls and men's shirts, underwear etc. (Q)
- ☐ P89 Weatherproof outerwear (Q)
- ☐ P93 Women's and girls' light outerwear, lingerie, infants' wear etc. (Q)
- ☐ P91 Women's and girls' tailored outerwear (Q)

Mechanical and electrical engineering
- ☐ P63 Agricultural machinery (Q)
- ☐ P47 Contractors' plant (Q)
- ☐ P70 Cranes (Q)
- ☐ P51 Electric lamps (Q)
- ☐ P65 Electric light fittings (Q)
- ☐ P26 Engineers' tools (Q)
- ☐ P8 Gramophone records (M)
- ☐ P77 Hearing aids (Q)
- ☐ P13 Internal combustion engines (Q)
- ☐ P27 Mechanical handling plant (Q)
- ☐ P64 Metal-working machine tools (M)
- ☐ P50 Motor control gear (Q)
- ☐ P76 Numerically controlled metal-working machine tools (Q)
- ☐ P23 Office machinery (Q)
- ☐ P48 Photographic equipment (Q)
- ☐ P78 Radios, television sets and sound reproducing apparatus (M)
- ☐ P79 Rectifier plant (Q)
- ☐ P28 Refrigerating machinery (Q)
- ☐ P12 Rotating electrical machinery (Q)
- ☐ P29 Scientific and industrial instruments and apparatus (Q)
- ☐ P80 Tape recorders (M)
- ☐ P81 Telecommunication equipment (Q)
- ☐ P49 Watches and clocks, etc. (Q)

Metal goods
- ☐ P32 Cutlery (Q)
- ☐ P34 Domestic hollow-ware (Q)
- ☐ P33 Jewellery (Q)
- ☐ P84 Metal furniture (Q)
- ☐ P54 Safety-razor sets and blades (Q)
- ☐ P31 Tools and implements (M)

Mining and quarrying
- ☐ P57 Salt (M)

Paper, publishing, etc.
- ☐ P67 Boxes, cartons and fibreboard packing cases (Q)
- ☐ P75 General printing and publishing (Q)
- ☐ P71 Manufactured stationery (Q)
- ☐ P87 Miscellaneous manufacturers of paper and board (Q)
- ☐ P68 Miscellaneous packaging products of paper and film (Q)
- ☐ P69/74 Newspapers and periodicals (Q)
- ☐ P5 Paper and paper-making materials (M)
- ☐ P86 Wallcoverings (Q)

Pottery
- ☐ P6 Pottery (Q)

Shipbuilding and marine engineering
- ☐ P82 Merchant shipbuilding (Q)

Textiles
- ☐ P9 Carpets and rugs (Q)
- ☐ P10 Elastic goods and narrow fabrics (Q)
- ☐ P73 Foam backing, foam laminating and fabric-to-fabric bonding (M)
- ☐ P4 Hosiery and other knitted goods (Q)
- ☐ P15 Lace (Q)
- ☐ P14 Linen (Q)
- ☐ P72 Warp-knitted fabrics (Q)

Timber, furniture, etc.
- ☐ P24 Bedding and soft furnishings (Q)
- ☐ P36 Timber (Q)
- ☐ P37 Imported timber (M)
- ☐ P85 Shop and office fitting (Q)
- ☐ P38 Wood chipboard (M)
- ☐ P83 Wooden furniture and upholstery (Q)

Vehicles
- ☐ P1 Cars and commercial vehicles (M)
- ☐ P3 Industrial trucks and tractors (Q)
- ☐ P2 Motor cycles and pedal cycles (Q)
- ☐ P30 Trailers (M)
- ☐ P42 Wheeled tractors (M)

Other products
- ☐ P25 Brushes and brooms (Q)
- ☐ P40 Plastics floor coverings, leathercloth, etc. (Q)
- ☐ P88 Musical instruments (Q)
- ☐ P45 Miscellaneous stationers' goods (Q)
- ☐ P95 Plastics products (Q)
- ☐ P7 Rubber (M)
- ☐ P44 Sports equipment (Q)
- ☐ P43 Toys, games and children's carriages (Q)

Civil Aviation Series.

Movement of aircraft, passengers and freight at UK reporting airports.
Passenger flows on main domestic and international routes.
Traffic carried by UK airlines.

- ☐ Complete sets cost £5 p.a.
- ☐ CA1 Airport activity £1 p.a. (M)
- ☐ CA2 Air passengers £1 p.a. (M)
- ☐ CA3 Air freight and mail £1 p.a. (M)
- ☐ CA4 Airline operations £1 p.a. (M)
- ☐ CA5 Airline operations £2·50 p.a. (Q)
- ☐ CA6 Domestic passenger traffic 50p p.a. (Q)
- ☐ CA7 Air passengers–international and cabotage 37½p p.a. (Q)
- ☐ CA8 Airline financial statistics 25p p.a. (A)

Service and Distributive Series.

Latest movements in various sectors of retail and service trades.
- ☐ SD1 Food shops £2 p.a. (M)
- ☐ SD2 Clothing and footwear shops £2 p.a. (M)
- ☐ SD3 Durable goods shops £2 p.a. (M)
- ☐ SD4 Miscellaneous non-food shops £2 p.a. (M)
- ☐ SD5 Catering trades 60p p.a. (M)
- ☐ SD6 Instalment credit business of finance houses £1 p.a. (M)
- ☐ SD7 Assets and liabilities of finance houses 37½p p.a. (Q)
- ☐ SD8 Instalment credit business of retailers £1 p.a. (M)

Miscellaneous Series.

- ☐ M1 Motor vehicle registrations £5·25 p.a. (M)
- ☐ M2 Cinemas 20p p.a. (A)
- ☐ M3 Company finance 37½p p.a. (A)
- ☐ M4 Overseas transactions 37½p p.a. (A)
- ☐ M5 Insurance companies' and private pension funds' investment 37½p p.a. (Q)
- ☐ M6 Overseas travel and tourism 37½p p.a. (Q)
- ☐ M7 Acquisitions and mergers of companies 37½p p.a. (Q)

Footwear industry: production, orders and deliveries

This commentary is based on seasonally adjusted data.

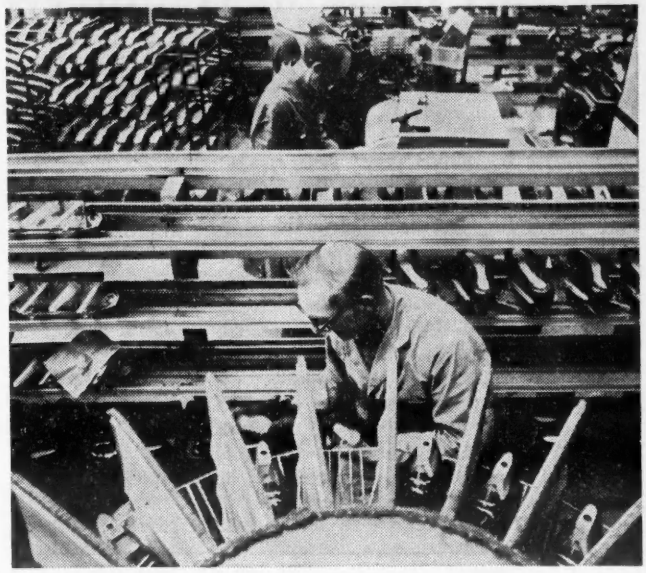
In the quarter ended September 30, 1971 net new orders received by the footwear industry were 10 per cent more than in the second quarter of 1971: deliveries were 3 per cent less. With net new orders exceeding deliveries, order books were 11 per cent higher at the end of September than at the end of June; production in the quarter ended September 30 rose by 3 per cent.

Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution.

Before 1971, figures for orders-on-hand and net new orders were available by total pairage only and no allowance is made in the pairage series below for the differing value of the various types of footwear. From January 1971, however, the value of total orders-on-hand is also being collected and this series together with derived net new orders will be included in a future edition of this note. Further, from 1971, a breakdown of deliveries by type of footwear in pairage and value terms is being collected quarterly and the results are published in the Business Monitor Production Series (Reference P 17).

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).



Men's fashion shoes by the thousand on their way through Eaton Footwear's Rushden, Northants, factory for eventual despatch abroad. The company has just completed an initial £75,000 order for Scandinavia and is currently supplying many other overseas markets. In the medium price range, each of scores of styles is designed after research and with the needs of a particular country in mind.

INDEX OF PRODUCTION OF FOOTWEAR, ORDERS-ON-HAND, NET NEW ORDERS AND DELIVERIES

Monthly averages or months — Million pairs

	Index of Production (*1963 = 100*)		Orders-on-hand (end of period)		Net new orders		Deliveries	
1964	107		35.8		..		16.8	
1965	104		39.9		16.8		16.5	
1966	101		33.9		15.7		16.2	
1967	94		37.9		16.2		15.9	
1968	99		41.2		17.0		16.8	
1969	95		35.2		15.7		16.2	
1970	88		40.1		16.3		15.9	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	107	98	47.5	41.9	19.1	16.7	17.0	16.5
2nd quarter	95	96	48.9	39.3	15.7	15.5	15.2	16.4
3rd quarter	85	94	34.6	39.2	11.5	16.1	16.3	16.1
4th quarter	92	91	35.2	35.2	16.5	14.5	16.3	15.8
1970 1st quarter	95	89	40.1	36.2	17.4	15.7	15.8	15.4
2nd quarter	89	87	47.9	38.2	17.5	16.7	14.9	16.1
3rd quarter	79	88	35.3	41.9	12.0	17.2	16.2	16.0
4th quarter	89	88	40.1	40.1	18.2	16.0	16.6	16.1
1971 1st quarter	88	80	40.9	38.1	16.4	15.2	16.2	15.9
2nd quarter p	82	86	43.2	36.4	15.7	15.4	14.9	16.0
3rd quarter p	86	89	32.7	40.5	12.2	16.9	15.7	15.5
1970 January	85	86	32.6	33.7	11.3	13.8	13.9	15.3
February	101	88	34.0	32.9	18.4	14.6	17.0	15.4
March	98	93	40.1	36.2	22.6	18.6	16.5	15.4
April	96	87	46.5	37.1	22.5	18.4	16.1	17.5
May	81	82	49.7	37.8	16.7	15.1	13.5	14.3
June	89	91	47.9	38.2	13.3	16.7	15.1	16.3
July	75	89	43.0	41.6	10.2	19.5	15.1	16.1
August	71	90	40.7	44.1	12.4	18.6	14.7	16.2
September	91	84	35.3	41.9	13.4	13.5	18.8	15.8
October	100	89	35.4	41.5	19.3	16.2	19.2	16.6
November	94	86	39.6	42.2	21.8	16.6	17.6	15.8
December	73	88	40.1	40.1	13.6	15.2	13.1	16.0
1971 January	92	94	40.9	43.3	16.2	20.3	15.4	17.0
February	96	84	43.0	43.0	18.5	14.7	16.4	15.0
March	100	85	40.9	38.1	14.6	10.6	16.7	15.5
April p	82	85	42.3	36.6	16.6	14.4	15.2	15.9
May p	84	89	48.7	39.9	21.7	20.0	15.3	16.7
June p	81	86	43.2	36.4	8.7	11.8	14.2	15.3
July p	82	90	41.1	42.9	12.3	21.9	14.4	15.4
August p	78	92	37.2	41.9	10.3	14.6	14.2	15.6
September p	100	86	32.7	40.5	13.9	14.1	18.4	15.5

The actual figures for orders and deliveries have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

Aircraft noise at Heathrow and Gatwick airports in the third quarter

HEATHROW AIRPORT, LONDON

MONITORING of the noise of departing turbo-jet engined aircraft continued during the third quarter of 1971.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	31,617
Number of jet day departures monitored	31,531 (99.7% of total)
Percentage exceeding the permitted noise level of 110 PNdB	0.3
Number of jet night departures	1,126
Number of jet night departures monitored	1,126 (100% of total)
Percentage exceeding the permitted noise level of 102 PNdB	1.2

Year (third quarter)	Day departures monitored	Percentage infringements	Night departures monitored	Percentage infringements
1967	17,573	0.1	1,337	0.3
1968	21,071	0.1	1,266	0.5
1969	19,906	0.2	1,496	0.3
1970	29,548	2.4	1,393	4.7
1971	31,531	0.3	1,126	1.2

Arriving aircraft

During the quarter 1,033 aircraft (2.6 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of three degrees. One aircraft was below the descent path and an explanation was obtained from the operator concerned.

Figures for this quarter and the third quarter in the previous four years are as follows:

Year (third quarter)	Number of aircraft monitored	Percentage infringements
1967	1,601	0.1
1968	1,322	0.4
1969	1,838	0.3
1970	615	0.2
1971	1,033	0.1

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the third quarter of 1971.

The results achieved are set out below:

Number of jet day departures	9,931
Number of jet day departures monitored	7,959 (80.2% of total)
Percentage exceeding the permitted noise level of 110 PNdB	Nil
Number of jet night departures	1,905
Number of jet night departures monitored	1,717 (90.1% of total)
Percentage exceeding the permitted noise level of 102 PNdB	Nil

Noise monitoring commenced at Gatwick in July 1968 and figures for the three previous third quarters, together with this quarter's results, are given below for comparison:

Year (third quarter)	Day departures monitored	Percentage infringements	Night departures monitored	Percentage infringements
1968	3,195	0.3	598	2.3
1969	5,120	0.1	1,108	0.5
1970	6,796	0.01	1,511	0.3
1971	7,969	Nil	1,717	Nil

Arriving aircraft

Monitoring of the approach path of arriving aircraft at Gatwick commenced in November 1969, using modified GCA equipment on runway 27 only. During the third quarter of 1971, 330 aircraft were monitored (1.9 per cent of total approaches) and there were no infringements of the descent path.

Figures for this quarter and the third quarter of 1970 are set out below for comparison.

Year (third quarter)	Number of aircraft monitored	Percentage infringements
1970	339	0.6
1971	338	Nil

Note

Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic the figures give no indication as to whether the aircraft that did not infringe the limits (ie all but very small proportion) were, in fact, noisier or quieter than in previous years.

New companies registered in Northern Ireland

IN the month of October 1971 42 private companies with a total nominal capital of £355,800 and one private company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-October 311 companies with a total nominal capital of just over £2,577,000 were registered as compared with 289 companies with a total nominal capital of just over £2,523,000 registered in the same period in 1970.

Northern Ireland index of production

THE provisional index of production for September 1971 is 158. This is seven points higher than the index for August 1971 and six points higher than for September 1970.

The index numbers for the main industrial groups with the increase or decrease on September 1970 shown in brackets are: textiles 234 (+27 points); clothing 134 (+10); engineering and metals 116 (−5); food, drink and tobacco 127 (−7); timber and furniture 144 (−8); mineral products 190 (+36); other manufacturing industries 229 (+5); gas, electricity and water 158 (+3).

The Bankruptcy Acts, 1914 and 1926

THE number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended June 30, 1971, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	386
County Courts	819
Total	1205

Deeds of Arrangement

Total number registered	48

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated November 23, 1971.

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON Head Office	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
London Airport	101/1 Agents Building, Cargo terminal, London Airport (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No.1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hanger No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"

Britain means business

Buyers and exhibitors acclaimed the 17th HTF as the brightest, gayest, most active and valuable Hardware Trades Fair in the International Calendar. The 18th HTF in January 1972 promises even greater action. Nearly 600 important manufacturers from many countries will be exhibiting over 35,000 products (many of them new) designed for equipping and maintaining home and garden. More than 40,000 buyers are expected to visit the fair including some 6,000 from 80 different countries, many as members of buying missions.

If your business is hardware this is the one international event you cannot afford to miss. Write now for a detailed brochure, free admission tickets and details of the travel and hospitality service to

Universal Exhibitions Ltd. P.O. Box 43, High Wycombe, Bucks, England.

18th INTERNATIONAL HARDWARE TRADES FAIR

Jan 24th–28th 1972

Olympia London

TRADE PROMOTION
MISSIONS and TOURS

British holidays for Spaniards

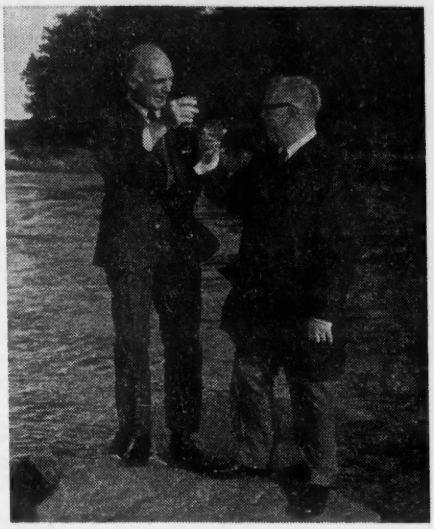
THE British Tourist Authority has flown more than 30 leading travel salesmen to Madrid—to sell holidays in Britain to the Spanish.

The 'Come to Britain' salesmen are attending a BTA travel workshop—run in association with BEA—in the Spanish capital, where they are holding a series of individual business discussions with travel agents and tour operators from all over Spain.

Among the British participants are representatives of hotel groups, English language schools, tour operators, special-interest and sports-holiday organisers, coach operators, British Rail, and the English, Scottish and Wales Tourist Boards.

Said a BTA spokesman: 'Holiday traffic between Britain and Spain is by no means one-way only. Last year Britain had over 67,000 visitors from Spain and, although relatively small, the traffic movement from Spain increased in 1971 by nearly 23 per cent, well above the average from most European countries.

'We believe that there is a considerable potential in the Spanish market. Britain cannot compete for sunshine, but she can offer a variety of holidays which appeal to Spaniards.'

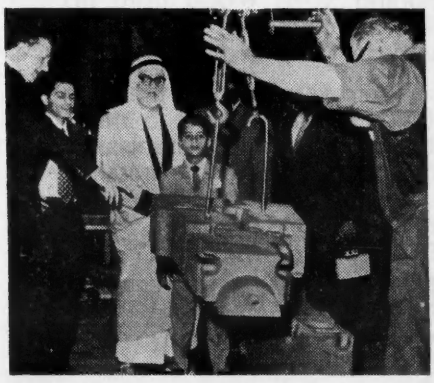


A party from Sweden arrived in Scotland recently as the guests of Wm. Sanderson & Son Ltd., distillers and blenders of VAT 69. The visitors were directors of ships' chandlers companies operating in Sweden and also directors and buyers of the ferry services plying between Finland and Sweden and between Denmark and Germany, where they control a huge turnover of Scotch whisky sales to passengers on board the ferries. Photograph shows Mr. A. B. Smith, director of Sanderson's, enjoying a VAT 69 with a Swedish guest by the North Esk river.

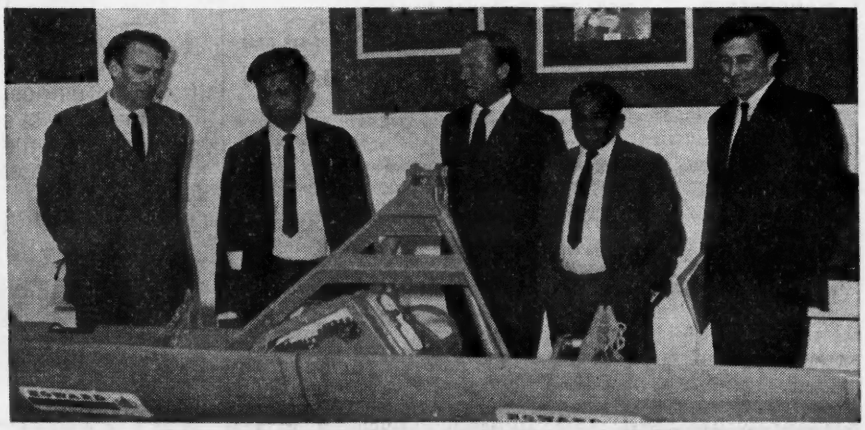
In Cambridge, for four weeks at the head office of Pye Unicam Ltd., is Dr. Yousry Abo-Eldahab Mohammed, head of the virology department of the Agouza Virus Research Centre, Cairo. Dr. Mohammed (left) is at the company to learn the operation of the £12,000 worth of spectrophotometers and chromatographs that he has purchased and is seen here with Mr. T. Scott, Pye Unicam's area manager for the Middle East.

HINTS TO BUSINESS MEN

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to; Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757 ext 7146.



Sheikh Ahmed bin Rashid al Mulla (third left) ruler of Umm al Qiwain, where Hawker Siddeley Power Engineering are to build a 2MW generating station, visiting the Stamford, Lincs, works of Mirrlees Blackstone Ltd., a Hawker Siddeley Diesels company, where the engines for the station are to be built. The contract is worth £250,000. Extreme left is Mr. Peter Willan, export director of Mirrlees Blackstone.



Mr. P. O. Wimalanaga and Mr. A. M. Jayawardana, Members of the Ceylon Parliament, visited the Howard Rotavator Co. recently during a five-week Government-sponsored tour of British industry. They had asked for the visit so that they could see Rotavators demonstrated and discuss new arrangements for them to be marketed in Ceylon. Picture shows the visitors, in Howard's Training Centre, with left to right, Mr. J. J. H. Harrison, managing director of Howard Rotavator, Mr. Gill, Central Office of Information, and Mr. D. Clarke, Howard Far East manager.

EXPORT ORDERS

Pulp mill in Canada

Two contracts worth $1 million for a pulp mill to be built for the Procter and Gamble Company of Canada at Grande Prairie, Alberta, have been awarded to Laing Construction and Equipment, member company of the Laing Group.

Laing has also been awarded a management contract by Grosvenor-Laing (BC) for construction of factory units on the Annacis Industrial Estate, near New Westminster, British Columbia.

Tunnelling know-how

Under the supervision of A. Streeter & Co. Ltd., Godalming, Surrey, the British civil engineering contractors, boring began recently on two parallel tunnels beneath the city of Geneva. Under the contract Streeters have sold one of their Calweld tunnelling machines to Entreprise Murer SA of Geneva, the tunnelling contractors, and will also supply on-site supervision of the local labour force, specialist manpower and technical know-how.

The Calweld machine will be used to cut two parallel tunnels of 3.45 metres in diameter and 2,290 metres in length at depths of up to 38 metres.

This is Streeter's second export contract this year, the first being in connection with Barcelona's underground railway.

Plant for Poland

Petrocarbon Developments Ltd., a member of Burmah Engineering Co. Ltd. (a Burmah Group company), announces the signing of a contract with Polimex-Cekop, Warsaw, in which Petrocarbon, in association with EI du Pont de Nemours and Co. of Wilmington, Delaware, United States, will supply a plant to manufacture poromeric material based on the 'Corfam' technology.

The plant will be built at 'Pronit' Pionki, Poland, and will include both existing equipment taken from the Du Pont factory at Old Hickory, Tennessee, and new equipment to be supplied by Petrocarbon, who will also be responsible for detailed engineering construction supervision and commissioning of the plant.

Valves for Luxembourg

The Control Valve Division of The Hymatic Engineering Co. Ltd. was recently awarded the contract for all the control valves required in the new Du Pont plant being built at Contern in Luxembourg.

The contract, for over 100 valves, was won against strong European competition.

The Control Valve Division currently exports 50 per cent of its production to the EEC.

Orders for heaters

Beverley Chemical Engineering Co. Ltd., of Billingshurst, Sussex, was recently awarded a contract for a Turbofin high-temperature, low-pressure 4½ million Btu/hr horizontal heater of the new 700 Series to be installed in conjunction with an Artos stenter at Norspin (Nigeria) Ltd.—the fourth Beverley heater to be exported to Nigeria.

In Yugoslavia, Beverley recently commissioned a 3 million Btu/hr heater on a stenter installed by E. Gordon Whiteley Ltd. of Leeds, at the Ratko-Pavlovic textile mill at Nis.

Oil pipe shipment

British Steel Corporation's Tubes Division is shipping steel tubes worth about £1 million for the Arabian American Oil Company in Saudi Arabia. The order was won against severe Japanese competition.

More than 10,000 tons of pipes, in diameters up to 42 in., will be loaded at Middlesbrough and Newport (Mon.) on the *Roland Bremen*. Most of the pipes are from the Division's Clydesdale, Hartlepool, Stockton, Newport, and Llanwern mills.

Refinery expansion

SAPREF refinery, jointly owned by subsidiaries of the Shell Petroleum Company Ltd. and the British Petroleum Company Ltd., have announced the award of a contract to Badger Ltd., London, for a major expansion of their refinery in Durban, South Africa. The project entails the engineering, procurement and construction of several process units.

This contract is the third Badger has been awarded in South Africa.

'Tudor pub' for Kinshasa

A chastity belt, hunting horns, armour, martingales and a 'yard of ale' are among the 'old English' curios and ornaments being exported with a Tudor-style pub designed and prefabricated by John Rogers (London) Ltd.

The £20,000 pub, named 'Kin's Inn', has been bought by Bralima Brasseries of Kinshasa. It is being despatched—in five 20-ft. containers—in the form of an indexed kit that includes a rustic frontage, complete interior décor, and all the necessary furnishings, fixtures and fittings for the bar and saloon—including an old-fashioned beer engine.

East European orders

Hugh Smith (Glasgow) Ltd. has secured a substantial order from the Polish Government for the supply of two heavy shipbuilding machine tools for delivery in 1972. This brings the company's East European orders to more than £300,000 in the past 18 months.

The present order, worth almost £100,000, is for a 1,000-ton ring frame press and a 700-ton ship frame bender, and is the result of lengthy negotiation by the company's export sales staff, principally during the Poznan Trade Fair in June.

The equipment is part of the extensive retooling now in progress in the Polish Government-owned Gdynia shipyard, which is preparing to build tankers and bulk-carriers up to 55,000 tons, and planning to go to even higher capacity in the near future.

Furnaces for Poland

Poland has again come to Birlec Ltd., the Aldridge (Staffs) furnace manufacturing company, for heat treatment plant. Centrozap, the Polish Government purchasing agency, has placed two orders, worth a total of almost £60,000, with the company.

One order is for an electrically heated, single-track pusher furnace to treat whiteheart malleable iron castings for the iron foundry at Zawiercie. It will be the 13th Birlec furnace of its type to be supplied to the Polish malleable iron industry and will be the fifth for the Zawiercie foundry alone. Birlec will manufacture part of the plant at their Aldridge works and provide the technical know-how to enable the remainder to be made in Poland.

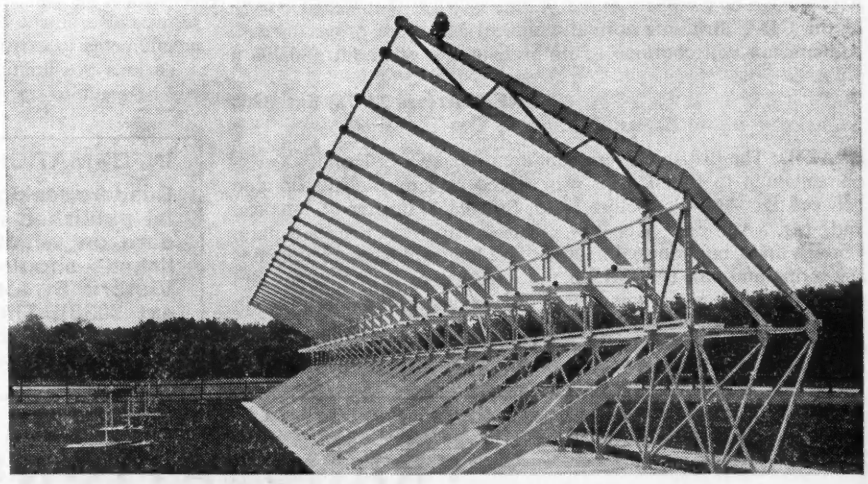
The second order is for a rotary hearth furnace to be installed at the Polski Fiat motor car factory at Warsaw.

Soccer nets for US

An order for 100 pairs of goal nets worth more than £4,000 is the latest and largest received by Bridport-Gundry of Dorset, to meet the growing demand for soccer nets in the United States. Unlike British nets, these are produced in bright colours—red, green and gold—in standard polythene 5-in.-sq. mesh.

This particular order has resulted, like its forerunners, because Bridport-Gundry, convinced there might be markets for certain lines of its range of Edwards sports net, went to the States in 1969 to explore the situation. The company's team attended the International Sports Nets Exhibition at Chicago that year, and found there was a market for high-class nets for volley-ball, tennis, hockey, badminton and soccer.

A sample order was followed in 1970 by orders for various nets, but particularly for goal nets. And this latest order will be delivered in time for the start of America's soccer season.



The double aperture 170 ft. (52 m.) antenna of the Plessey STAN 37 Instrument Landing System (ILS) Localiser on Runway 28L at London Airport (Heathrow). It is similar to one recently installed at Dulles International Airport, Washington, DC. The STAN 37 Localiser/STAN 38 Glide Path installations at Heathrow and Dulles are the only ILS installations in the world to have been promulgated as ICAO ILS Performance Facilities Category III.

TRADE INFORMATION

United Kingdom Aid to Developing Countries

INDIA: Two loans allocating a total of £35 million British aid to India have been signed in New Delhi. Mr. Richard Wood, Minister for Overseas Development, who is visiting India as a guest of the Government of India, signed the loans on behalf of the British Government: and Mr. K. R. Ganesh, Minister of State in the Ministry of Finance, signed for the Government of India.

The First agreement is for a loan of £27 million covering the import from Britain of non-project goods. Amongst these are raw materials, spare parts and components required to service India's agricultural and industrial production. Within this loan an allocation of £3 million has been made for United Kingdom oriented firms. The second agreement covers an £8 million loan which will finance the import from Britain of goods and services required for certain large projects agreed by the two Governments. The loan counts towards the total of £72 million project aid which the British Government indicated that they would commit to India in the four financial years from 1970/71 to 1973/74. Projects which have already been agreed by the British and Indian Governments include a fertiliser complex now being built for the Indian Farmers Fertiliser Co-operative at Kandla and Kalol in Gujarat, and the construction in the United Kingdom of three cargo ships for the Shipping Corporation of India and the Scindia Steam Navigation Company. Other projects are under discussion.

The loans transform into firm aid commitments the major part of the pledge made at the India Consortium earlier this year by the British Government to allocate £54.5 million fresh aid to India in the financial year 1971/72. A debt refinancing loan of £7.5 million has already been signed. An agreement for the remaining £12 million of the pledge will be signed shortly. All these loans are made on the terms common to earlier British loans: they are interest free, the capital being repayable over 25 years including an initial grace period of 7 years.

CRE (reference number CRE 1680/71) Ext. 2277

AFGHANISTAN: Britain has offered Afghanistan capital assistance of up to £1 million to be disbursed over a period of five years. This will take the form of loans to support developmental projects to be agreed with the Afghanistan Government.

Britain is also supplying Afghanistan, under technical assistance arrangements, with up to £100,000 worth of equipment to help alleviate the effects of the prolonged drought. Other proposals for longer-term assistance are being considered following visits to Afghanistan by members of the Middle East Development Division of the ODA. Britain's normal technical assistance programme to Afghanistan will continue at its present rate of about £80,000 a year.

CRE (reference 24372) Ext. 3508

BRAZIL: The British Government are to make a £10 million development loan to Brazil. This was agreed at a meeting in London between Dr. Antonio Delfim Neto, Brazilian Minister of Finance, and Mr. Anthony Kershaw, Parliamentary Under-Secretary, Foreign and Commonwealth Office. The loan will be on concessionary terms and will be used for the purchase of British goods and services. It was agreed that further discussions should take place in Brazil on the use of the funds, with projects in the under-developed regions in Brazil to be given special priority.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Uniform Benelux Law on trade marks: need to register or re-register trade marks

THE rights to a trade mark acquired either by use or by registration in Belgium, the Netherlands or Luxembourg prior to January 1, 1971 will terminate if a Benelux application for the registration of the trade mark is not filed within one year of that date. This is the effect of Article 30 of the Uniform Benelux Trade Mark Law that came into effect in Belgium, the Netherlands and Luxembourg on January 1, 1971: this Law also provides that except in the case of bad faith the first applicant will be entitled to register a trade mark and the mere use of a mark will no longer confer any proprietary rights.

Proprietors of existing registered marks in Belgium, the Netherlands or Luxembourg and persons who are using unregistered trade marks in any of those countries, are strongly recommended to file Benelux applications under the Uniform Law by December 31, 1971. Failure to so do could lead to registration and use by competitors. There is also a danger that unscrupulous persons might take advantage of the provisions of this Law and register well-known trade marks with the idea of selling the registrations to the actual users.

An English translation of the Uniform Benelux Law on Trade Marks may be seen in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

The present address of the Benelux Trade Marks Office is Bankastraat 149-151, The Hague.

Double taxation agreement

UNITED KINGDOM AND MONTSERRAT: The Board of Inland Revenue announce that talks were held in Montserrat on November 18 and 19, 1971, between representatives of the Montserrat Government and the United Kingdom Government about amendments to existing Double Taxation Arrangements.

Various possibilities were reviewed and discussed, and reports will be made to respective Governments.

INFORMATION ON 'T & I' MATERIAL

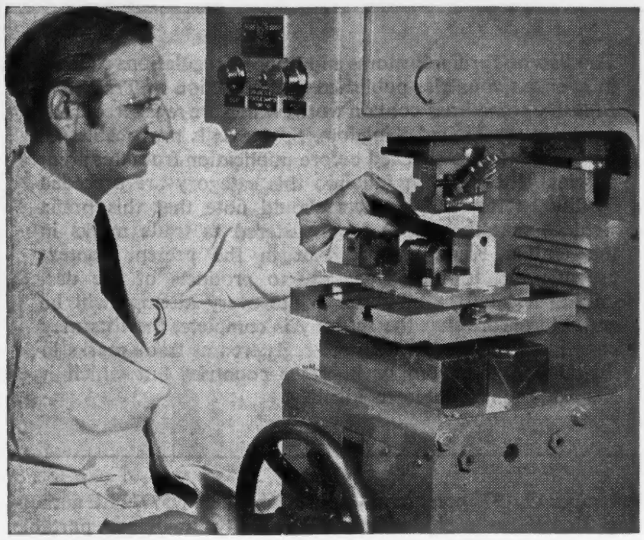
Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*, last published on May 26

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**



A special Edward Pryor marking press for applying identification marks to single-dose anaesthetizing gas cylinders for use in Yugoslavian hospitals. The operator is placing one of the small steel cylinders in position on rollers beneath the marking head. The carriage slide has a finger-operated numbering unit which allows the operator to select the appropriate characters quickly and easily. Each of the pawls is depressed to rotate one numbering wheel at a time.

ADVERTISING IN *TRADE AND INDUSTRY*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (01-248 9876 ext 6147).

ECGD BACKS £2.9 MILLION CONTRACT FOR EXTENSION TO SPANISH ROD MILL: The Export Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract for the engineering and supply of a wide range of capital equipment required to improve the quality and increase the output from an existing rod mill plant at Santander, Spain.

Under a £2.9 million contract awarded to The Davy Construction Company of Sheffield (Davy-Ashmore Group) by Nueva Montana Quijano S.A., the former will act as main contractor reponsible for the overall engineering of the project and the supply of equipment involved.

The main new items of equipment to be supplied are a preheating furnace and extension rolling mill equipment to the designs of Morgan Construction Company of Worcester, Mass., U.S.A. The necessary electrical equipment, foundation designs, pipework, cabling and erection and commissioning services will also be provided.

The new equipment will be installed while the present mill maintains full production. The final mill commissioning will take place during the late summer works shut-down period in 1973. When in full operation the modernised mill will be able to roll a substantially increased output and will produce rod of improved metallurgical properties, especially important for wire drawing, which is one of Nueva Montana's main markets.

A loan of £2.4 million is being made available by Lazard Brothers and Co. Ltd. acting on behalf of a syndicate of banks comprising Barclays Bank, National Westminster Bank and Williams & Glyn's Bank, and is repayable over a period of seven years from the date of commissioning.

ITALY AND LEBANON: A circular published in the *Informazioni per il Commercio Estero* of October 27 announced that, following the Decision of May 25 of the Council of the European Communities authorising the extension, the Trade Agreement between Italy and Lebanon of November 1955 has been tacitly renewed for a further year until September 10, 1972.

EDB Ext. 466/467/482

For any control

of any of your goods

EXPORTED FROM
IMPORTED INTO
IN TRANSIT THROUGH **ROMANIA**

apply to

OFICIUL DE CONTROL AL MARFURILOR
OCM
BUCHAREST-ROMANIA

OCM-GOODS CONTROL OFFICE
BUCHAREST
BLV. N. BALCESCU, 22
PHONE: 13.06.79

CABLES: OCEME

TELEX 011374 CAMROM

TARIFF & TRADE NOTICES

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations and proposed regulation which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations and proposed regulation may be seen on application.

Silk and silk-worms

The *Journal Officiel* No. C112 dated November 5, 1971 contains the draft text of a proposed regulation aimed at introducing aid for the breeding of silk-worms in the Community. It should be noted that the text of the Regulation, when finally approved, may differ from the draft text referred to above, which may be seen on application.

Wines

Regulation (CEE) No. 2496/71 relates to the procedures for applying the obligation to distil the by-products of wine-making and rescinds Regulation (CEE) No. 1783/71. (*Journal Officiel No.* L257 dated November 20, 1971)

Pigmeat

Regulation (CEE) No. 2494/71 relates to the sale of products which have been subject to intervention measures in the pigmeat sector. (*Journal Officiel* No. L257 dated November 20, 1971)

Oils, fats and oilseeds

Regulation (CEE) No. 2445/71 modifies Regulation (CEE) No. 172/66 fixing coefficients of equivalence for olive oil. (*Journal Officiel* No. L252 dated November 13, 1971)

Regulation (CEE) No. 2495/71 relates to the procedures concerning imports of olive oils from Tunisia. (*Journal Officiel* No. L257 dated November, 20, 1971)

Fish and fish products

Regulation (CEE) No. 2451/71 relates to the calculation of the financial aid for certain fish products. (*Journal Officiel* No. L253 dated November 16, 1971)

EDB Ext. 7174/408

TRANSPORT: The *Journal Officiel des Communautés Européennes* No. C115 dated November 13, 1971 contains the draft text of a proposed regulation to modify Regulation (CEE) No. 543/69 of March 25, 1969 relating to the harmonisation of certain social provisions in the sphere of road transport. It should be noted that the text of the Regulation, when finally approved, may differ from the draft text referred to above. The French text of the proposed regulation may be seen on application.

CRE Ext. 2354/5

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L254 dated November 17, 1971 contains the text of Decision 71/372/CEE authorising Belgium, Luxembourg and the Netherlands to exclude from Community treatment woven fabrics of man-made fibres (45 per cent wool) falling within EEC Common Customs Tariff heading 56.07 ex A, originating in Rumania and freely circulating in the other Member States.

The *Journal Officiel des Communautés Europeénnes* No. L256 dated November 19, 1971 contains the text of Decision 71/377/CEE authorising France to exclude from Community treatment portable electric battery and magneto lamps falling within heading 85.10 B of the EEC Common Customs Tariff, originating in Hong Kong and freely circulating in the other Member States.

EDB Ext. 7174/408

RULES OF COMPETITION: *Trade and Industry* dated July 8, 1971 contained a notice about Decision No. 71/224/CEE under Article 86 of the Treaty of Rome in the case of Gesellschaft für musicalische Auffuhrungs-und mechanische Vervielfältigungsrechte (GEMA) of Berlin. This is a German company for rights of musical authors and is among the performing-rights companies of the Community with which the Commission has had negotiations regarding their trading practices. The *Journal Officiel des Communautés Européennes* No. L254 dated November 17, 1971 contains the text of the Commission's Decision No. 71/375/CEE relating to the findings of the negotiations referred to above.

The Decision also relates to the refusal by the Italian company 'Societa Italiana degli Autori ed Editori' (SIAE) to provide information, requested by the Commission on June 10, 1971, regarding its trading practices. The French text of the Decision referred to above may be seen on application.

CRE Ext. 2354/5

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated July 22, 1971 contained a notice about Regulations (CEE) Nos. 1308/71, 1310/71, 1312/71 relating to the opening, allocation and administration of Community tariff quotas for certain products originating in developing countries. The *Journal Officiel des Communautés Européenes* No. C115 dated November 13, 1971 contains an announcement that the quota for imports into the EEC of the following goods which was set up by *Regulation (CEE) No.* 1308/71 has been exhausted. With effect from November 13, 1971 imports into the EEC of these products originating in Hong Kong will attract the full rate of customs duty.

EEC Common Customs Tariff No.	Description of goods
85.10	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09. B. Other.

The French texts of the Regulation and notices referred to above may be seen on application.

EDB Ext. 7174/408

YOU WILL HAVE NO **CAR SHIPPING PROBLEMS** IF YOU CONTACT
BRITAIN'S LEADING AUTOMOBILE SHIPPERS
INTERCONTI FORWARDING LTD., 14 PHILPOT LANE, LONDON, E.C.3 01-623 6642/3

Irish Republic

IMPORT LICENCES: On and from November 21, 1971, licences under the Tomatoes (Regulation of Import) Order, 1948, will no longer be required for the importation of raw tomatoes.

Licences under the Colorado Beetle Orders, 1945 and 1962 and the Foot and Mouth Disease (Importation of Plants) Order 1952 and 1962, will continue to be required.

CRE Ext. 2270

Federal Republic of Germany

PACKAGING ORDER: A Notice in *Trade and Industry* dated December 23, 1970 (page 561), gave details of recommendations in respect of regulations about the packaging of goods.

An implementing order (Fertigpackungsverordnung) regulating sizes, pricing, etc. of pre-packed consumer goods destined for retail distribution, was passed by the Bundesrat on November 12, 1971, and comes into force on January 1, 1972.

EDB Ext. 466/467/482

Finland

INCREASE IN IMPORT DUTIES: The Finnish Government have announced the introduction of an 'uplift' system on import duties of 'branded' consumer goods with effect from November 17, 1971. It is understood that the list of goods involved roughly corresponds to those goods covered by the existing 15 per cent supplementary sales tax. This new measure does not apply to tariff free imports from EFTA sources. Further information will be published when it becomes available.

EDB Ext. 458/459

Spain

CUSTOMS IMPORT DUTY SUSPENSION—SEED POTATOES: In the *State Gazette* of November 22 the Spanish authorities announced the suspension until December 31, 1971 of import customs duty on Seed Potatoes (Tariff Heading 07.01-A.1.b) for the Balearic Islands.

EDB Ext. 462/471/472/473

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of November 13, announced the suspension of import customs duty until February 12, 1972 on the following:

Tariff heading	Description
EX. 41.01-A	Hides and skins, fresh salted or dried, excepting sheep and lamb skins in the wool under tariff headings 41.01-A.4.a.1 ; 41.01-A.4.c.1 and 41.01-A.4.e.1
41.01-B	Hides and skins, limed or pickled
EX. 41.02-A	Bovine cattle leather (including buffalo leather) and equine leather, other than under tariff heading 41.06, 41.07 and 41.08, chrome tanned only
41.03.-A	Sheep and lamb skin leather, except leather falling within tariff heading 41.06, 41.07 and 41.08, not further worked than tanned
41.04-A	Goat and kid skin leather, except leather falling within tariff heading 41.06, 41.07 and 41.08, not further worked than tanned

The same *Gazette* announced the reduction of import duty to 8 per cent valid until February 12, 1972 on tariff heading EX. 41.02-A, bovine cattle leather (including buffalo leather) and equine leather, other than under tariff headings 41.06, 41.07 and 41.08, excepting chrome tanned.

EDB Ext. 462/471/472/473

Morocco

USE OF RADIO-ACTIVE SUBSTANCES: The Moroccan *Bulletin Officiel* of October 20 announced that new regulations were to be introduced governing the use of radio-active substances in Morocco. Details of the precise application of the law are not yet available.

EDB Ext. 420/475

Algeria

IMPORT LICENSING CONTROL: The Algerian *Journal Officiel* of October 5 published a reminder to importers that with effect from June 5, all imports originating from countries which do not operate clearing agreements with Algeria were subject to the prior authorisation of the Ministry of Commerce. This does not apply to goods which are already subject to import licensing by reason of quota arrangements.

EDB Ext. 420/475

People's Democratic Republic of Yemen

IMPORT REGULATIONS: Further to the notice which appeared in *Trade and Industry* of November 18, reporting the restriction of the right to import certain items into PDRY to the National Company for Home Trade, it is now understood that as regards pharmaceuticals ex-agents will be the only PDRY firms allowed for the time being to order through the NCHT their former principals' products. Both the NCHT and the ex-agent will take a commission on such orders. After a transition period of about six months, however, the NCHT hope to take over all agencies and distribution and any PDRY pharmacy will then be able to order through the NCHT whatever brands of pharmaceuticals it wishes, As far as the other restricted commodities are concerned, previous agents are to lose all rights immediately, though outstanding orders will be allowed to go through.

Circulars are being sent by the NCHT to overseas suppliers of the products listed in our earlier notice, advising that they may only deal in PDRY with the NCHT. These suppliers must make suitable arrangements with the NCHT if they wish to continue trading with PDRY.

EDB Ext. 420/475

POSTAL ARTICLES: Firms are reminded that there is a customs clearance charge of 50 fils (5p) on every dutiable postal article entering PDRY. Samples of no commercial value are not subject to customs duty and no customs clearance fee is therefore payable. The customs authorities make the final decision as to whether samples have any commercial value. There is no regulation governing the size of package which will be allowed in free of duty.

EDB Ext. 420/475

FOR FAST OVERLAND SERVICES Containers, Tankers, Low Loaders Box Tilt and Refrigerated T.I.R. Trailers
GROUPAGE & FULL LOADS
TURKEY, IRAN, IRAQ, KUWAIT, SAUDI ARABIA
BAHREIN, ABU DHABI, DUBAI, DOHA, LEBANON, SYRIA, JORDAN, AFGHANISTAN, PAKISTAN
GREECE, BULGARIA, YUGOSLAVIA, RUMANIA, HUNGARY, AUSTRIA, CZECHOSLOVAKIA, POLAND, MOSCOW, TRIESTE
Also to: HOLLAND, BELGIUM, GERMANY AND AUSTRIA
ECONOMICAL RATES BY SEA TO BEIRUT, ISTANBUL, ISKENDERUN, LATAKIA, THEN BY ROAD TO MIDDLE EAST
ALSO ROAD TO ISTANBUL THEN AIR TO MIDDLE EAST
TOPKAPI T.T.T.
HEAD OFFICE: LONDON, GILLIES STREET, N.W.5. Tel. 01-267 3221 Telex. 267 717
ALSO DAILY GROUPAGE FROM THE REGIONS ON THROUGH RATE
GLASGOW Tel. 041 221 0381. Telex 77174 MANCHESTER Tel. 061 872 5671. Telex 668716
BIRMINGHAM Tel. 021 552 5391. Telex 339080 BRISTOL Tel. 0272 23137. Telex 44129
SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

Malawi

ROAD TRAFFIC REGULATIONS: Government Notice No. 246 Road Traffic (Construction, Equipment and Use) Regulations, 1971, published in the Malawi *Government Gazette* of October 22, amends the existing regulations governing the construction, equipment and use of road vehicles. A copy of the amendments can be obtained from Export Data Branch.

EDB Ext. 462, 471/2/3

Uganda

EXCHANGE CONTROL: Telegraphic information has been received reporting that as a measure to conserve foreign exchange Uganda has imposed a limit of Shs 100 million a month to be spent on imports. With immediate effect importers are also required to make a deposit into a special account at the Bank of Uganda before import licences will be issued. The amount of deposit will be in inverse proportion to the need for the goods to be imported.

Note: For the first five months of this year Uganda's total imports have averaged approximately Shs 108 million a month. The imposition of a limit on amount to be spent in a month will therefore have the effect of slightly reducing the level of Uganda's imports.

CRE Ext. 2226

Tanzania

MOTOR VEHICLES IMPORT REGULATION: Further telegraphic information has now been received about the Tanzanian import restrictions on motor vehicles previously notified in *Trade and Industry* on November 18, page 395.

The Minister of Information in a statement has outlined the following new procedure:

1. Subject to certain exceptions, no person will be entitled to import a new motor vehicle or buy a vehicle registered for a period of less than 36 months unless issued with a permit by a 4-man Committee which has been set up under the chairmanship of the Principal Secretary to the Treasury to administer the new restriction. The restriction does not apply to vehicles required by the East African Community or any of its Corporations, certain Inter-State organisations such as the Tanzania-Zambia Railway Authority and Tazama Pipelines Limited, by persons and missions enjoying diplomatic privileges, or by technical or economic missions or agencies for which the Principal Secretary to the Treasury has issued a certificate certifying that such mission or agency is entitled to import vehicles.
2. The Committee may grant permits to technical assistance personnel where satisfied that payment for the vehicle has been made abroad or will be made out of foreign exchange brought into Tanzania. They may also grant permits to non-citizen employees of Government Ministries, East African Community and Inter-State organisations, provided that they are employed on overseas leave terms and payment for the purchase is made out of funds which would otherwise be remitted.
3. The restriction, which took effect from November 8, covers all vehicles except:
   (i) Any motor vehicle with a load capacity exceeding one ton or with a carrying capacity exceeding 16 passengers including the driver;
   (ii) Ambulances;
   (iii) Fire engines;
   (iv) Street cleaning vehicles and spraying lorries;
   (v) Two-wheeled motorcycles and scooters;
   (vi) Mobile clinics;
   (vii) Cesspit emptying vehicles.

   The ban will thus include vehicles such as pickups, vans, minibuses which have a load capacity up to one ton or a carrying capacity not exceeding 16 passengers.
4. The restriction will not apply to vehicles already shipped to importers in Tanzania on or before November 8 and arriving in Tanzania not later than February 9, 1972 nor to motor vehicles other than saloon cars ordered before November 8 and arriving not later than May 9, 1972.

The Official regulations have not, as yet, been published.

EDB Ext. 462/471/472/473

Zambia

IMPORT CONTROL: The Zambia Control of Goods (Import) (Open General Licence) Order, 1971, published as Statutory Instrument No. 215 of November 15, revokes the Control of Goods (Import) Open General Licence, Order, 1968 (published in the *Board of Trade Journal* of November 15, 1968, pages 1369/1370) and authorises subject to the provisions of any other written law, the import into Zambia by any person of:

(*a*) the goods listed in the First Schedule hereto: and
(*b*) any goods (not being goods listed in the Second Schedule) which do not exceed K50 in value:

Provided that the authority given under sub-paragraph (*b*) shall not extend to any goods imported by the same person in multiple consignments, irrespective of the source of supply, within any period of thirty days if the aggregate value of those consignments exceeds K50.

FIRST SCHEDULE

1. Anti-friction and lubricating grease.
2. Aviation fuels, excluding aviation turbine fuel.
3. (*a*) Illuminating, transformer and insulating types of mineral oils and fuel;
   (*b*) Power paraffin, excluding illuminating paraffin and automotive gas oil.
4. (*a*) Used personal and household effects, excluding motor vehicles, imported by a returning resident;
   (*b*) Used personal and household effects, including motor vehicles, imported by a person arriving in Zambia to take up residence or employment therein for the first time.
5. Goods, including motor vehicles, temporarily imported into Zambia by a tourist or other *bona fide* visitor for his own use.

Translation
Printing
Interpreting
Tuition

For years we have quietly provided the kind of language service demanded by leading companies for their international activities. To check our experience in your industry ring Simon Cave on **01-242 9276**

or write for our booklet

E L B Languages Group Ltd., 61 Carey St., London, W.C.2

Comprising: Trade & Industrial Translation Centre Ltd. and Eastern Language Bureau Ltd.

6. Goods in transit through Zambia.
7. Samples and advertising material intended solely for use in the taking of orders and not for sale.
8. Any goods exported from Zambia for repair and return and in respect of which a certificate to that effect has been issued by a customs officer.
9. Goods imported by any person to whom privileges are extended by virtue of any enactment in force in Zambia relating to diplomatic, consular or other privileges, if such goods are imported for his own use and consumption, or that of his household or for the purpose of his office.

SECOND SCHEDULE

1. Uniforms and clothing designed for military, naval, air force or police use, and any uniforms or clothing so closely resembling the same as to be likely to deceive.
2. Clothing (new or used) other than—
   (*a*) the used personal effects of the individual importing them;
   (*b*) new clothing, not exceeding K50 in value, imported by an individual for his personal use.
3. Textile fabrics, except textile fabrics the total value of which does not exceed K50 imported by an individual for his personal use.
4. Gold, including—
   (*a*) any unmanufactured gold in any form whatsoever;
   (*b*) any article or substance containing such unmanufactured gold;
   (*c*) any article consisting of or containing gold which, although manufactured is, as such, not a gold coin, an article of commerce, a work of art or of archeological interest;
   (*d*) gold derived from the smelting or treatment of any manufactured article containing gold.
5. Bags made of jute fibre or of hessian.
6. Sugar.
7. Wheaten flour.
8. Any knife having a blade which—
   (*a*) opens automatically by hand pressure applied to a button, spring or other device in or attached to the handle of the knife, sometimes known as a 'flick knife' or 'flick gun'; or
   (*b*) is released from the handle or sheath thereof by the force of gravity or the application of centrifugal force and which, when released, is locked in place by means of a button, spring lever, or other device, sometimes known as a 'gravity knife'.
9. Sterling accounting machines, including adding machines, cash registers, calculating machines, cheque-writing machines, ledger and posting machines, coin-counting machines, computators, franking machines, price computing scales and instruments, punched-card equipment (including tabulators), sorting machines, tax meters, ticket issuing machines and receipting machines.
10. Explosives, including—
    (*a*) blasting powder;
    (*b*) detonators;
    (*c*) dynamite and other nitro-glycerine admixtures;
    (*d*) fuse;
    (*e*) gun cotton;
    (*f*) gun powder;
    (*g*) nitro-glycerine;
    (*h*) any other substance or device used to produce a practical effect by explosion, but excluding arms and ammunition, and fireworks manufactured for the purpose of amusement.
11. Cement.
12. Fishing nets and netting, not being sports goods.
13. Twines, threads and yarns, wholly of man-made fibres.
14. Bricks, other than decorative facing bricks and refractory fireclay bricks.
15. Domestic and portable radios and radiograms.
16. Cups and saucers, ex item 69.12.00 of the customs tariff, of an f.o.b. value of less than K1.40 per dozen sets.
17. Plates, ex item 69.12.00 of the customs tariff, of an f.o.b. value of less than K2 per dozen.
18. Blankets, blanketing, rugs of blanketing and cot and pram covers, whether knitted, crocheted or woven, ex chapters 51, 53, 55, 56 and 60 of the customs tariff, of an f.o.b. value of less than K1.90 per kg.
19. Matches.
20. Motor vehicles of the four-wheel drive type.
21. Footwear, ex chapter 64 of the customs tariff, but excluding item 64.06.00 of an f.o.b. value of less than 29 ngwee.
22. Crown corks and any other stoppers of metal or other material, used alone or in combination with cork or other substances as stoppers for bottles and jars; capsules, metal or otherwise.
23. Rubber tyres and tubes.
24. Motor spirit.
25. Aviation turbine fuel.
26. Illuminating paraffin.
27. Automotive gas oil.
28. Earthenwear pipes.
29. Diamond bits and drilling crowns.
30. Curios.

EDB Ext. 462/471/472/473

Republic of South Africa

CUSTOMS TARIFF CHANGES: The following changes were notified in the South African *Government Gazette* No. 3306 of November 12, 1971:

1. Provision is made for the full rebate of customs duty, excise duty on certain excisable goods, and sales duty on sales duty goods when they are entered for use by the government of an area in respect of which a legislative assembly is established in terms of the Bantu Homelands Constitution Act, 1971 (Act No. 21 of 1971).
2. The General Note No. VI on packing materials and containers is amended to make it clear that returnable cylinders and other immediate containers of substantial value, which are the property of a person outside the Republic and which are imported as packing for imported goods are to be entered under their own appropriate headings.

EDB Ext. 471/472/473/462

COMPULSORY SPECIFICATION FOR MICROWAVE OVENS: The South African *Government Gazette* of November 12 carries an amendment of the compulsory standard specification for electric stoves and hotplates to make particular provision for microwave ovens.

EDB Ext. 471/2/3 and 462

NEW IMPORT CONTROLS: The South African Minister for Economic Affairs announced new import controls on November 24, the text as reported is as follows:

1. 'Unwritten-off balances of the Rand values of all 1971 import permits are reduced immediately by 50 per cent.
2. The value of goods already despatched to South Africa will however be written off against the relevant permits before the balances are reduced. Permits with reduced values will be valid for the importation of goods which are despatched to South Africa until March 31, 1972.
3. The existing list of goods which may be imported without permit is reduced (*see notice in Trade and Industry of 16.12.70*), and importers who have been importing these goods without permits are advised to acquaint themselves fully with the revised policy.
4. Import permits for 1972 will not, as in the past, be valid from January 1, 1972 but from March 1, 1972.
5. All goods for which import permits are required are divided into two categories, namely goods for which global quotas will be allocated to importers, and goods which may be imported only under authority of a specific permit.'

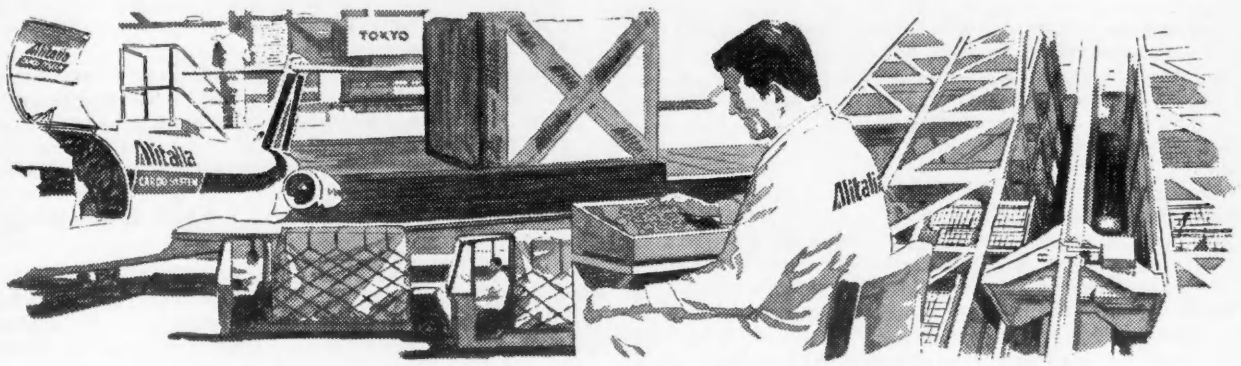
EDB Ext. 462/471/472/473

Reprints of 'T & I' articles

REPRINTS of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

GOODS SITTING ON A RUNWAY ARE NO GOOD TO ANYONE

Alitalia's computerised all-freight service gets goods to the Far East in a hurry.



While goods are in transit, they make money for no one.

Not for you. Not for us.

Which is why we've installed ultra-modern cargo terminals in London and Rome; why we're planning them for other main centres.

They enable us to have your goods checked and ready to fly within the hour.

Or transferred 'plane-to-'plane within the hour.

And we can do it at the rate of 500 tons every day.

Of course, all our speed on the ground would get your goods nowhere fast without 'planes capable of flying them anywhere fast.

For the Far East, we use DC-8/62Fs capable of carrying 40 tons of cargo on thirteen international pallets 88" x 125". Or eleven 88" x 125" and four 88" x 53" pallets.

Flights in conjunction with Air France, Lufthansa, JAL.

Every week, they fly from London* via Rome, Tehran, Bombay, Bangkok and Hong Kong to Tokyo.

But that isn't all the cargo we carry. Or all the places we carry it to.

Our mixed cargo/passenger flights drop in on six other cities along the way.

They can each carry four to six tons of cargo each flight.

And like all Alitalia services, they deliver the goods fast.

Far East all-cargo services to:
Bombay, Bangkok, Hong Kong, Tokyo.

Far East Passenger/Cargo services to:
Karachi, Bombay, Bangkok, Hong Kong, Manila, Singapore, Djakarta, Tokyo, Sydney, Melbourne.

Call your forwarding agent or Alitalia in London, Birmingham, Manchester, Glasgow or Dublin.

*London-Rome sector operated by DC9/30Fs with through pallets.

Alitalia
CARGO SYSTEM

Ceylon

ECONOMIC MEASURES: The following economic measures were presented to the Ceylonese Parliament in November.

1. Capital Levy Bill
2. Five Year Plan
3. Budget

1. Capital Levy Bill

This Bill was foreshadowed in last year's budget, but in addition to individual residents, this once and for all levy will now be chargeable on non-resident companies having capital in Ceylon, in excess of Rs 1 million. Non-resident companies will be liable to a 5% capital levy on leviable capital. The valuation date for immovable property will be March 31, 1970 and for movable property either March 31, 1970 or March 31, 1971.

2. Five Year Plan

The Plan, which covers the period 1972-76, is not final and comments on it from the public will be sought. The three main pillars of the plan are:

(A) Agricultural self-sufficiency
(B) Industrial development
(C) Additional employment opportunities

(A) *Agricultural Self-Sufficiency*

To ease the heavy burden placed on the foreign exchange position by the need to import essential foodstuffs, efforts will be made towards achieving near self-sufficiency in a number of food crops, eg. rice, onions, chillies and maize. The agricultural sector will attract over 20 per cent of new capital investment and large scale development of inland, coastal and deep sea fisheries, and animal husbandry is planned.

(B) *Industrial development*

New capital investment is put at Rs 15,000 million of which 10 per cent is expected to come from foreign sources and the rest divided almost equally between the public and private sectors. The private sector would be encouraged to develop in export orientated activities and other limited fields, and would be subjected to stricter Government control. Development of basic industries such as steel, cement and chemicals would be reserved for the public sector. Maximum use is to be made of local raw materials and special efforts made to increase non traditional exports and tourism.

Recognition is paid to the importance of attracting private foreign investment, particularly in the development of new industries requiring high foreign capital costs. A White Paper setting out the Government's policy on foreign investment is promised.

(C) *Additional employment opportunities*

The new jobs created by the above developments, both directly and indirectly, and other Government measures such as land reform and special works and irrigation programmes, in total estimated at 810,000, are expected to go a good way towards solving the unemployment problem by the end of the Plan period.

The plan envisages an annual growth rate of 6 per cent, and emphasis is placed on increasing the under-priviledged's share of the country's wealth. Land reform measures involve a ceiling on land holdings and the transfer of land to the unemployed.

3. Budget

The Budget covers a 15 month period to end 1972. The measures proposed include increases in the prices of some foodstuffs and in indirect taxation. Provision is also made for the formation of a State Distilleries Corporation to take over existing distilleries and acquire monopoly of arrack. Investigations will be made into concerns enjoying a monopoly in a trade or service and, if considered in the national interest, such concerns may be taken over in part or wholly or otherwise controlled.

CRE Ext. 2278

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Singapore

TRADE CLASSIFICATION AND CUSTOMS DUTIES: The Singapore Trade Classification and Customs Duties 1972 has been received in Export Services Division. Inquiries from British exporters about this notice, should indicate goods in which they are interested and quote the Brussels Nomenclature or Standard International Trade Classification if possible.

EDB Ext. 401/468/469

South Vietnam

DEPOSITS FOR IMPORTS UNDER A.I.D.: The Vietnamese Minister of Economy has issued a notice about the settlement of deposits for application of import licences under A.I.D.

As from September 22, 1971, the rates of deposit which importers must post in order to be eligible to apply for import licences with A.I.D. funds, whether thay are of U.S. source or PD.31 origins, have been changed.

A list of the commodities affected by this notice is available. Commodities not mentioned in the list are exonerated of deposit.

For categories of goods imported under Public Law 480 and the Francefi programme, previous stipulations are still in force, i.e.:

PL 480: Deposit exempted
Francefi programme: 100% deposit.

EDB Ext. 420/475

FLOATING RATES OF EXCHANGE: The Ministry of Economy of the Republic of Vietnam has announced that with effect from September 22, 1971, the National Bank will use *only US dollars* in financial and commercial transfers, with the exception of imports under Assurance Credit Francaise (ACF).

Certain changes have also been made regarding imports *with GVN funds* (with import licence or under Special Import Regime).

EDB Ext. 420/475

New Zealand

TARIFF AND DEVELOPMENT BOARD REPORT: Addition to Schedule A of NAFTA: Copies of the following New Zealand Tariff and Development Board report have been received and are available from the Commercial Relations and Exports Division.

Tariff item	Description
Ex 97.04.09	Dartboards

CRE Ext 2321

(*continued on next page*)

AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!
Technical, Legal and Commercial Translations by Experts
THE DUPLOYEN INSTITUTE
Established in 1870 by the late Dr. Gustave H. Duployé
Separate department for the most intensive tuition. All languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office:—
27 WATERLOO STREET, BIRMINGHAM, B2 5TJ, Tel.: 021-236 5431

NEW ZEALAND

The future unfolds

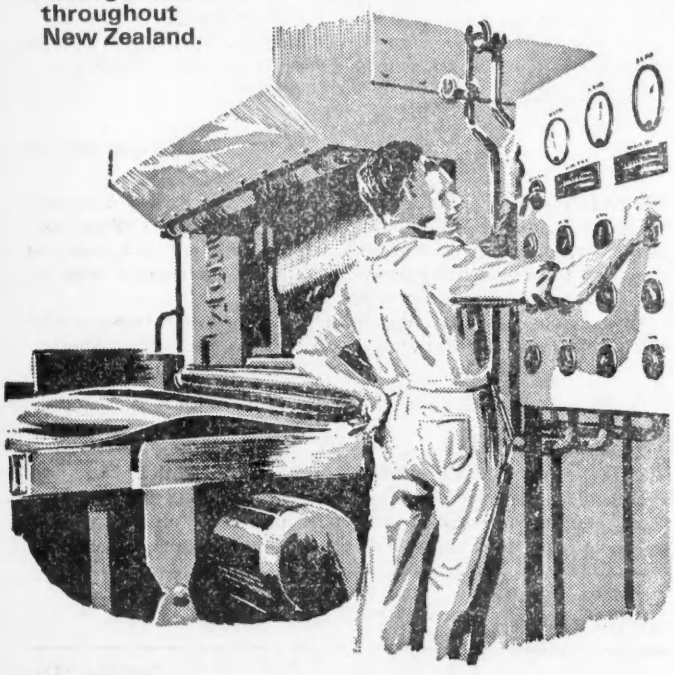
"The most imaginative Industrial project yet ... substantial contribution to overseas earnings forecast ..."

The excitement is about the aluminium smelter now under construction at Bluff, in the extreme south of the South Island

The smelter is being developed by an international consortium and will be the largest in the Southern Hemisphere It will process Australian alumina for world markets. Moreover, its establishment will certainly lead to the development of many subsidiary industries.

New Zealand is a developing market, future assured; and we are there as the future unfolds, ready to help you too. Why not study a copy of the latest edition of our "Review of the Economic Situation in New Zealand" or our booklet "Investing in New Zealand"? They are yours for the asking.

Over 200 branches and agencies throughout New Zealand.



The National Bank
OF NEW ZEALAND LIMITED

Our London address: 8 Moorgate, EC2R 6DB. Telephone: 01-606 8311.

NEW ZEALAND
continued

EMERGENCY PROTECTION AUTHORITY (1): The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of sensitised polyester film suitable for development by Ammonia Process.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
37.01.09	—	Free	12%	25%
37.02.09	—	Free	12%	25%

The Emergency Protection Authority is required to report to the Minister by December 23, 1971.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division, Reference CRE 3070/71.

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY (2): The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of Woven acrylic fabrics.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured Nation	General
56.07.48	sq. yd.	Free	15 per cent	15 per cent

The Emergency Protection Authority is required to report to the Minister by December 21, 1971.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Reference CRE 3069/71.

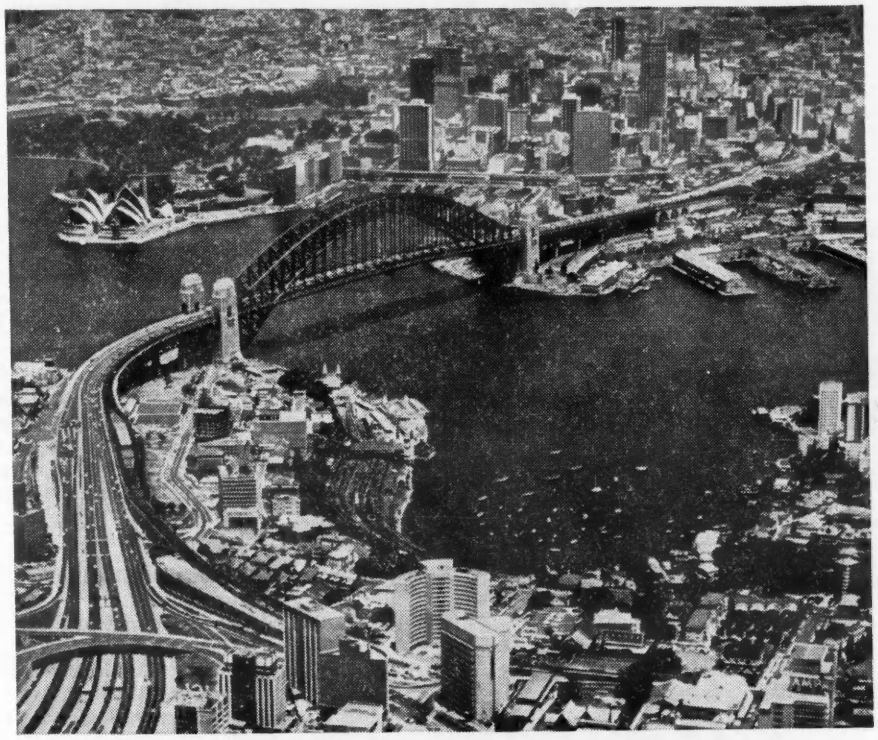
CRE Ext. 2321

Australia

RESULT OF DUMPING TARIFF BOARD INQUIRY ON SHOT AND GRIT: A notice was published in the *Board of Trade Journal* on February 11, 1970, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on shot and grit of chilled cast iron (tariff item 73.04). The inquiry has now been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from February 16, 1970.

CRE Ext. 2318/9 quoting reference No. CRE 312/70

You're looking at a goldmine!



Very few other locations in the world can offer the return on investment which you can confidently expect in New South Wales.

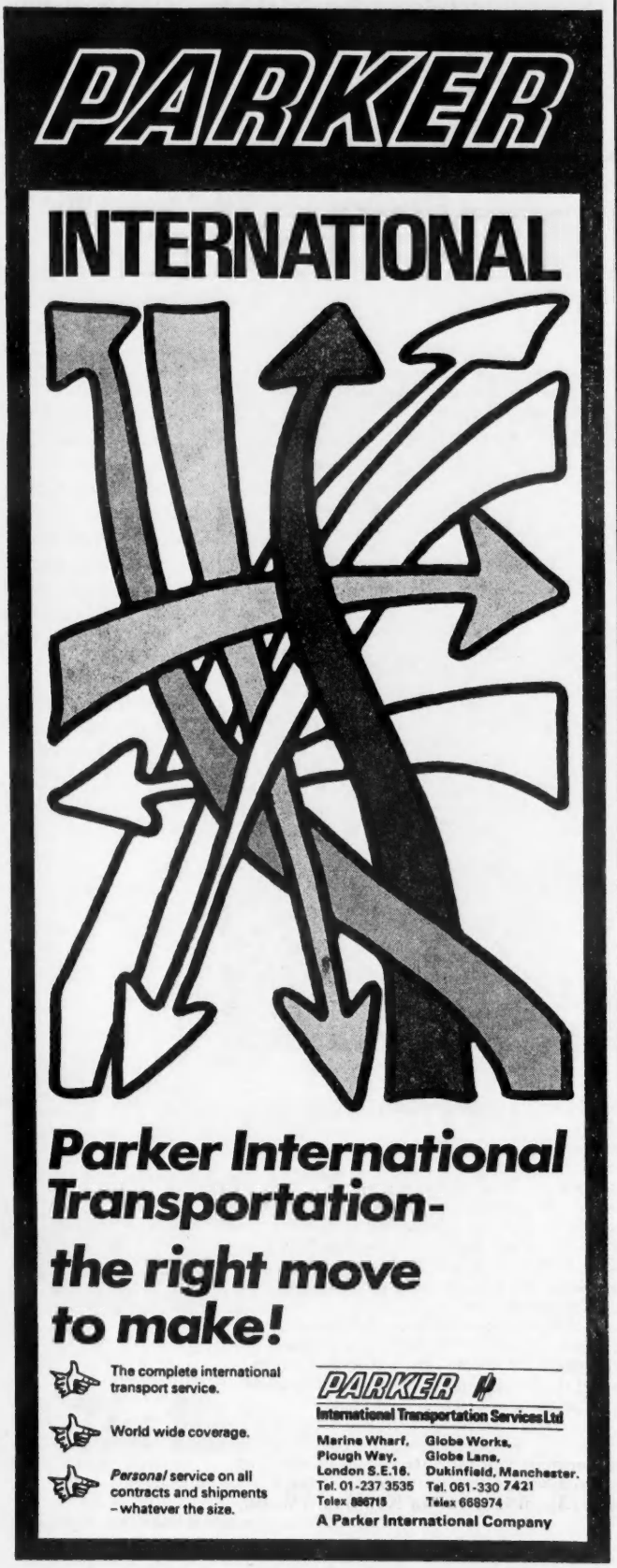
Only the surface has so far been scratched in exploiting Australia's immense hoard of natural resources; and it's on this sound foundation that Australia's affluence has been built. New South Wales is the most prosperous of all the states in this thriving country.

Thanks to a rapidly increasing population and high living standards, markets are expanding at an unprecedented rate. Evidence of Australia's progress is simple to accumulate; 1970, for example, saw the country's economy advance by 7.8% in real terms. Remember too, that New South Wales is ideally situated for servicing the flourishing Pacific and Far East export markets.

Government assistance to industry is considerable. It includes attractive concessions to decentralised industries, and there is no double taxation on capital gains.

Here in Britain, there's still more help via the N.S.W. Government's London-based Industrial Development Section. It can act as a kind of marriage-broker by bringing together Australian and British partners for joint ventures, or promoting licencing agreements. It can even provide you with a comprehensive no-cost, no-obligation report on your particular line of business in New South Wales, including everything from market projections to labour conditions.

New South Wales Government representatives will be visiting your area and will be pleased to discuss these matters with you. For further information contact the Agent General for New South Wales, 56 Strand, London, W.C.2.


PARKER
INTERNATIONAL
Parker International Transportation-
the right move to make!
The complete international transport service.
World wide coverage.
Personal service on all contracts and shipments - whatever the size.
PARKER
International Transportation Services Ltd
Marine Wharf, Plough Way, London S.E.16. Tel. 01-237 3535 Telex 886715
Globe Works, Globe Lane, Dukinfield, Manchester. Tel. 061-330 7421 Telex 668974
A Parker International Company

Chile

WAIVER FROM PRIOR IMPORT DEPOSIT OF 10,000 PER CENT: The Chilean Central Bank has recently announced that the prior import deposit of 10,000 per cent which applies to a considerable number of goods imported into Chile is not designed to suppress imports of these items but rather to submit the prior registrations to individual scrutiny. If the import is approved the 10,000 per cent prior import deposit may be waived. The Central Bank has instituted a form to be presented with the prior import registration in which the importer is asked to provide information to enable the bank to decide whether or not to waive the deposit.

EDB Ext. 474/476/7312

Uruguay

CALLS FOR PUBLIC TENDERS: Presidential Decree No. 692/971, published in the *Official Gazette* of October 28, repeats and broadens the dispositions in force regarding the preferential treatment to be given to national industry when adjudicating calls for public tenders. An unofficial translation is available upon request.

EDB Ext. 474/476/7312

United States

HAZARDOUS SUBSTANCES—BABY WALKERS: *Trade and Industry* of April 28, 1971, referred to a proposal by the US Commissioner of Food and Drugs to ban mechanically hazardous baby-walkers and similar articles intended for use by children. The Federal Hazardous Substances Act 1969 has now been amended accordingly and account was taken of all comments received. The new regulations come into effect on December 16, 1971 (F.R. 16-11-71).

EDB Ext. 455/456/457

PACKAGING STANDARDS: The US Commissioner of Food and Drugs has been requested to extend the time limit for filing comments on four child protection packaging standards, and has agreed to an extension of 60 days from the date when a proposal to establish a testing procedure for special packaging is adopted. The exact date will appear in *Trade and Industry* as soon as it is known.

The four standards are as follows:

(*a*) Preparations containing aspirin.
(*b*) Liquid furniture polish.
Both the above were mentioned in *Trade and Industry* of September 30, 1971.
(*c*) Liquid preparations containing methyl salicylate (details are given below).
(*d*) Controlled substances—*Trade and Industry* of October 28, 1971.

(FR 16-11-71)

METHYL SALICYLATE: The US Commissioner of Food and Drugs has learned that preparations containing more than 5 per cent of natural or synthetic methyl salicylate (wintergreen oil) are hazardous to children. He therefore proposes to add two new sections to Part 295—Regulations under the Poison Prevention Packaging Act of 1970, requiring special packaging of these preparations. Comments should be submitted to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md 20852. (FR 29-9-71).

CRE Ext. 2397

TEXTILES: *Trade and Industry* for November 11, listed categories of non-cotton textiles to be exempt from the 10 per cent import surcharge. A correlation of these categories with US tariff items has been issued by the US Department of Commerce and may be seen at the following addresses:

1. Export Services Division, Tariff Section, Export House, 50 Ludgate Hill, London, EC4M 7HU. (Mr. Brooks, Room E39, Tel. No. 01-248 5757, Ext. 455). 2. Yorks and Humberside RO, City House, New Station Street, Leeds, LS1 4JQ. (Mrs. Jackson, Room 954, Tel. No. 0532-38232, Ext. 346). 3. West Midlands RO, Five Ways House, Islington Row, Birmingham, B15 1SJ. (Mr.

Fowler, Room 337, Tel. No. 021-643 8191, Ext. 99). 4. Northern RO, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TR. (Mr. Cuthbert, Room 509, Tel. No. 063-2 27575, Ext. 440). 5. South Western RO, The Pithay, Bristol, BS1 2NE. (Mr. Till, Room 525, Tel. No. 0272 21071, Ext. 223). 6. North Western RO, Sunley Building, Piccadilly Plaza, Manchester, M1 4BA. (Mr. Greenwood, Room 714, Tel. No. 061-236 2171, Ext. 654). 7. Office for Scotland, 314 Vincent Street, Glasgow, C3. (Mr. Alison, Room 406, Tel. No. 041-248 2855, Ext. 307). 8. Office for Wales, Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Miss D. Bell, Room 652, Tel. No. 0222 62131, Ext. 476). 9. Ministry of Commerce—Northern Ireland, Chichester House, 64 Chichester Street, Belfast, BT1 45X. (Miss Simonton, Room 330, Tel. No. Belfast 34488, Ext. 265).

EDB Ext. 455/456/457

Canada

HEARING ON PLEASURE CRAFT: REFERENCE NO. 149: The Canadian Tariff Board are to make a study and report on Tariff items 44002-1, 44003-1 and 44004-1 as they relate to pleasure craft or pleasure vessels and hulls therefor, Tariff items 44019-1, 44025-1 and 44028-1 as they relate to parts of, or equipment for, such pleasure craft or vessels, and any other tariff items as they may consider relevant. If in their judgment amendments to the Customs Tariff are desirable, the Board will prepare a revised schedule of tariff items, with recommendations as to rates of duty.

Proposals concerning the future structure of the Tariff must be filed with the Tariff Board by December 31, 1971, and briefs or submissions by February 11, 1972. The Public Hearing will be held on March 20, 1972.

Copies of the full text of the announcement are available from Commercial Relations and Exports Division. **CRE 5 Ext. 2629**

ANTI-DUMPING TRIBUNAL: FOOTWEAR: The Canadian Government has directed the Anti-Dumping Tribunal to undertake an inquiry, under Section 16A of the Anti-Dumping Act, to determine whether imports of footwear are causing or threatening to cause serious injury to Canadian producers.

The Inquiry, which will cover all footwear other than footwear the main components of which are rubber or canvas, is being held as a result of representations from Canadian producers alleging injurious import competition which has led to significant declines in production and employment in the industry.

Copies of the full text of the announcement are available from Commercial Relations and Exports Division. **CRE 5 Ext. 2629**

INFLAMMABLE TEXTILES AND TEXTILE PRODUCTS: *Trade and Industry* of September 30, 1971, contained a notice referring to proposed regulations concerning the sale of inflammable textiles and textile products. The new regulations have now been introduced, under the Hazardous Products Act. Full particulars are awaited but according to a News Release the following regulations are effective immediately:

> All textile products for consumer use must meet a minimum requirement of a 3.5 second burn time according to a standard test. (This means that it must take not less than 3.5 seconds to burn a fixed length of material under prescribed test conditions.) Products with a raised fibre, such as flannelette, must have a burn time of not less than four seconds.
> Material for children's nightwear must have a minimum burn time of seven seconds. (This is the same burn time as that announced in April last for bedding.)

Copies of the full text of the News Release are available to British exporters. **EDB Ext. 455/456/457**

CHEMISTRY SETS: The Canadian Department of Consumer and Corporate Affairs have announced new regulations governing the advertising, sale and importation of chemistry sets. The News Release gives the following information:

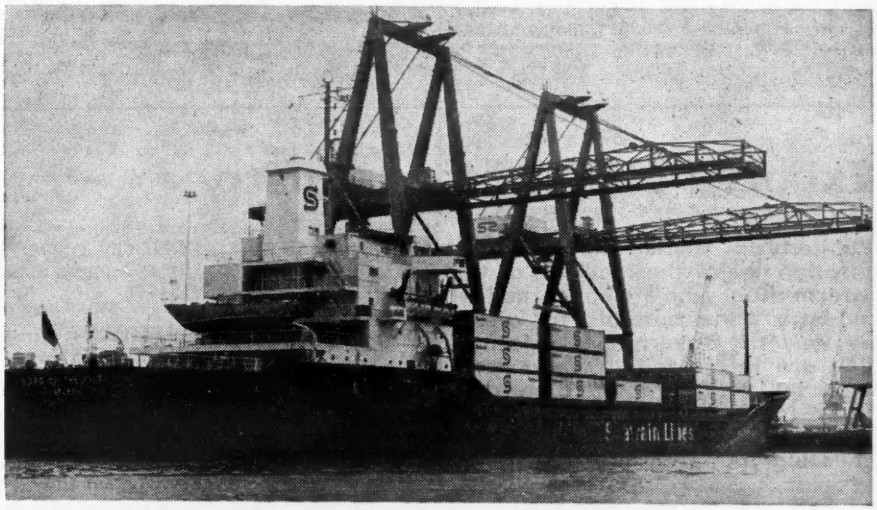
> Specific labelling requirements will ensure that directions for the safe use of the chemicals are included with the sets, and that all chemicals will be named on the labels. Sets containing certain chemicals will also include a statement warning of the dangers of misuse. Certain potentially dangerous chemicals, such as sulphuric acid, will be banned from inclusion in chemistry sets.

The regulations are an extension of the Hazardous Products (Toys) Regulations. Further information will be published as soon as it becomes available.

EDB Ext. 455/456/457

PATENT OFFICE PUBLICATIONS FOR INDUSTRY

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2



The new, 220 containership Lord of the Isle sailed from Southampton recently, inaugurating Seatrain's new express 40 foot container service direct by sea from Europe to the United States Pacific Coast. Combined with Spindrift Isle and Fiery Cross Isle, Seatrain now offer a three ship 22 knot express service from Bremerhaven. Rotterdam and the UK to the rapidly expanding US Pacific Coast market.

inlingua Translating Service

Translations covering all subjects to and from all languages

199 Victoria Street
London SW1E 5NE
Telephone 01-834 6732 01-828 1061 ext 4

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Variety metal workers in all types of metals to $\frac{3}{8}$" thick. 12' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.

Cabinets and guards, trunking and tank work.

Fully equipped engineering division turning to 4' dia., milling capstan and presswork.

Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 4' dia. × 14g.

A. Richards *(Metal Workers)* **Ltd.**

West Ferry Road, London, E14 8JP
Telephone: 01-987 5911 (5 lines)

To advertise in

Trade and Industry

Incorporating the Board of Trade Journal

telephone

01-248 9876

extn. 6147/8

rate card from

HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

Springs one off or long runs, for every requirement.

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings toolmaking DGI & MOA approved

Rickton Springs Ltd.

Onslow Mills, Trout Road, Yiewsley
West Drayton, Middlesex
Phone: West Drayton 2332-2352

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

INDIA AT YOUR FINGER TIPS—The Times of India Directory and Year Book 1971 including Who's Who, is the most authoritative source of information on India today. Price £6.50. Available at Bennett Coleman & Co. Ltd., 3 Albemarle Street, London W1.

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

THE QUEEN'S AWARD TO INDUSTRY
FOR TECHNOLOGICAL INNOVATION
IN AUTOMATED FEED MILLING
TO
SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS WITHOUT LABOUR

1969

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

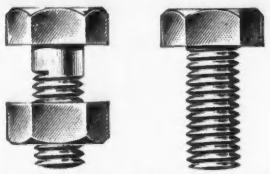
SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64601

Think of PVC binders, wallets and containers. Think of Academy Plastics.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification.
Loose leaf binders. Catalogue and price list covers.
Cheque book covers and pocket wallets.
Conference wallets and salesmen's albums.
Swatch covers and transparent pockets. Document cases and travel document folders. All from Academy Plastics.

ACADEMY PLASTICS LIMITED
25-29 Roundwood Road, London NW10 9TA
01-459 5277

Bolts and nuts, screws, rivets, studs, studding washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.

Dennis Road, Sparkbrook, Birmingham, B 12 8BB.
Trunk Dial 021-449 3781 (6 lines)

GKN Bolts & Nuts Accredited Stockist

Screwing machines
For Bolts and Pipes,
Portable, for hand and power
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.

106 Dockfields Road, Shipley, Yorks.
0274 53388.

---

ring Bells

for
machine tools and sheet metalworking machinery
Price List sent on request

Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4

H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' × ¼"
Brake Press 10' × ⅛"

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road
Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators Association.

Fabricators in sheet steel and plate, stainless steel, aluminium.
Argon arc welding.
Tank manufacturers, Prototype work.
Forming, dishing, louvring, nibbling, slotting and flanging.
8' press brake capacity. Site welding.

C. E. Turner (Engineers) Ltd.

Linford Street, London, SW8 4UP
Telephone 622 7118 and
Pensbury Works, Pensbury Place,
Wandsworth Road, London, SW8 4EA
Telephone 622 2575/6

Department of Employment Gazette

Single copies 50p (by post 56½p)
Annual subscription £6.65 including postage

Published by Her Majesty's Stationery Office

and obtainable from Government Bookshops
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M608AS;
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1JW;
50 Fairfax Street, Bristol 1, BS1 3DF;
80 Chichester Street, Belfast, BT1 4JY;
or through booksellers

SPECIALIST HIGH FREQUENCY WELDERS of:

SWIMMING POOL and RESERVOIR LINERS, ACID PROOF CLOTHING, MACHINE COVERS, PALLET COVERS, STATIONERY ITEMS

ALLEN
PLASTICS LTD.

14 EDISON ROAD, CHURCHFIELDS INDUSTRIAL ESTATE, SALISBURY, WILTS.
TELEPHONE: Salisbury 28873/4

HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES
LEATHER AND PLASTIC BACKED CAR KEY FOBS

Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.

MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 **Telex: 338633**

Living it up again? Who wouldn't be in exports?

The same kind of room in the same kind of hotel. Two days here, three days there, and a suitcase full of crumpled clothes. Yet on your return someone is bound to say "Boy you've got it made! What about those beaches, and what tricks did you get up to this time eh?"

Is the big order really worth all the frustrations it causes? Sure it is. And we want you to get it because the paperwork comes through us. Shipping documents, letters of credit, all the money matters. If on a rare occasion something gets held up, you take notice of us. Otherwise we're pretty much taken for granted.

The support we give you hasn't changed—but something else has. You've known us for years as Barclays Bank DCO. Now meet us as . . .

BARCLAYS International

A new name today. An even greater future tomorrow.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1., for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 720504 4